

THE INDUSTRIAL ARTS INDEX

TWENTY-SECOND ANNUAL VOLUME

1934

SUBJECT INDEX TO A SELECTED LIST OF ENGINEERING, TRADE
AND BUSINESS PERIODICALS, BOOKS AND PAMPHLETS

EDITED BY

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LEONE BAKER

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PREFACE

The twenty-second annual volume of the *I n d u s t r i a l A r t s I n d e x* shows very little change in the list of magazines indexed. It is surprising that the mortalities and the impairment in quality are almost negligible in the list of periodicals chosen for indexing. The *Bulletin of the International Management Institute* was discontinued December, 1933. *Refrigerating World* has not published since February 1934. On the other hand many of the magazines have increased in size and improved in quality. The many new activities in connection with business recovery have presented unusual indexing problems. Indulgence of subscribers is asked if they fail to find this new information under the expected subject headings.

The titles listed monthly in "Recent Book Titles" number for the year 2229, and are included in this volume. These are in addition to the many United States government documents, state geological and engineering bulletins, university bulletins relating to business and technology and bibliographical bulletins from various sources.

The staff of the *I n d e x* has not changed except for the loss of Leona Kohn, now Mrs. Charles Milton. To Mrs. Florence Phin should be given the credit for indexing the insurance and banking magazines.

M. E. P.

List of Periodicals Indexed

- Adv & Sell**—Advertising and Selling \$3; single numbers 15c. bi-w Robbins Pub. Co, Inc, 9 E 38th St, New York
- Adv Arts**—Advertising Arts. \$2; single numbers 50c bi-m Robbins Pub Co, Inc, 9 E 38th St, New York
Published as Design section of Advertising and Selling until July, 1933
- Aero Digest**—Aero Digest. \$3; single numbers 35c. m Aeronautical Digest Pub. Corp, 515 Madison Av, New York
Absorbed Aviation Engineering beginning July, 1933
- Air Commerce Bul**—Air Commerce Bulletin m U. S. Department of Commerce, Bureau of Air Commerce, Washington, D C
Monthly beginning July 15, 1933
- Am Arch**—American Architect. \$3; single numbers \$1. m International Publications, Inc, 572 Madison Av, New York
Changed to monthly beginning September, 1934
- Am Assn of Textile Chemists and Colorists** Proceedings. Published in American Dyestuff Reporter
- Am Bankers Assn J**—American Bankers Association Journal. \$3; single numbers 25c m American Bankers Association, 22 E 40th St, New York
Name changed to Banking beginning October, 1934
- Am Bld**—American Builder and Building Age. \$2. single numbers 25c m American Builder Pub Corp, 105 W Adams St, Chicago, Ill
- Am Cer Soc Bul**—Bulletin of the American Ceramic Society \$1.50 single numbers 25c m American Ceramic Society, 2525 N High St, Columbus, Ohio
- Am Cer Soc J**—Journal of the American Ceramic Society \$12. single numbers \$1. m American Ceramic Society, 2525 N High St, Columbus, Ohio
In three separately paged sections; Journal, Ceramic Abstracts and Bulletin
Beginning July, 1933, v 12, no 7, the Bulletin became a separate publication
- Am Chem Soc J**—Journal of the American Chemical Society \$8.50 m Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W., Washington, D C
- Am Concrete Inst J**—Journal of the American Concrete Institute \$7.50; single numbers \$1.50 bi-m (except JI-AG) American Concrete Institute, 7400 Second Blvd, Detroit, Mich
Began publication as v 1 (Proceedings, v 26) November, 1929
- Am Dyestuff Rep**—American Dyestuff Reporter. \$5. bi-w Howes Pub. Co, Inc, 440 4th Av, New York
Includes Proceedings of American association of textile chemists and colorists
- Am Gas Assn**—American Gas Association. Annual conventions. Proceedings. annual American Gas Association, Inc, 420 Lexington Av, New York
- Am Gas Assn Mo**—American Gas Association Monthly. \$3. m American Gas Assn, 420 Lexington Av, New York
- Am Gas J**—American Gas Journal. \$2; single numbers 25c. m American Gas Journal, Inc, Dodge Bldg, 53 Park Pl, New York
- Am Inst Chem Eng Trans**—American Institute of Chemical Engineers. Transactions. annual American Institute of Chemical Engineers. For sale by D. Van Nostrand Co. 250 4th Av, New York
- Am Inst E E J**. See Elec Eng
- Am Inst of Mining and Metallurgical Engineers**. See Min & Met
- Am J Sci**—American Journal of Science \$6; single numbers 60c. m American Journal of Science, New Haven, Conn.
- Am Mach**—American Machinist. \$3; single numbers 35c. bi-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Am Pet Inst Proc**—American Petroleum Institute Proceedings 250 Park Av, New York
- Am Soc C E Proc**—Proceedings of the American Society of Civil Engineers. \$8. single numbers \$1 m (except Je and Ji) American Society of Civil Engineers, 33 W 39th St, New York
- Am Soc for Metals Trans**—Transactions of the American Society for Metals \$5; single numbers \$2 q American Society for Metals, 7016 Euclid Av, Cleveland, Ohio
Changed to quarterly beginning December, 1934
- Am Soc Heat & V E J**. See Heating-Piping
- Am Soc M E J**. See Mech Eng
- Am Soc Steel Tr Trans**—Transactions of American Society for Steel Treating. \$5; single numbers \$1. m American Society for Steel Treating, 7016 Euclid Av, Cleveland, Ohio
Name changed to Transactions of the American Society for Metals, January 1934
- Am Soc T M Proc**—American Society for Testing Materials. Proceedings. annual American Society for Testing Materials, 260 S Broad St, Philadelphia
- Am Statis Assn J**—Journal of the American Statistical Association. \$6; single numbers \$1.50 q American Statistical Association, 7028 Commerce Bldg, Washington, D C
- Am Water Works Assn J**—Journal of the American Water Works Association. \$7. m American Water Works Assn, 29 W 39th St, New York
- Angew Chemie**—Angewandte Chemie RM 48; single numbers RM 1.20 w Verlag Chemie, G. m. b. H. Corneliusstr. 3, Berlin W 35, Germany
- Ann Am Acad**—Annals of the American Academy of Political and Social Science. \$5; single numbers \$2. bi-m American Academy of Political and Social Science, 3457 Walnut St, Philadelphia
- Annalist**—The Annalist. \$7; single numbers 20c w New York Times Co, Times Square, New York
- Arch Forum**—Architectural Forum. \$7; single numbers \$1 m Rogers and Manson Corp, 220 E 42d St, New York
- Arch Rec**—Architectural Record. \$3; single numbers 50c m F W. Dodge Corp, 115 W 40th St, New York
- Architecture**—Architecture. \$6; single numbers 50c. m C. Scribner's Sons, 597 6th Av, New York
- Assn of Sp Lib & Inf Bur Proc**—Association of Special Libraries and Information Bureaux Proceedings. 5s. annual Association of Special Libraries and Information Bureaux, 16 Russell Square, London, W. C. 1
- Automobile Eng**—The Automobile Engineer. 37s 4d; Canadian subs 34s 1d; single numbers 2s 6d. m The Automobile Engineer, Dorset House, Stamford St, London, S.E. 1
Extra motor show review number published in November

- Automotive Ind—Automotive Industries.** \$1; single numbers 25c. w Chilton Co., Chestnut & 56th Sts, Philadelphia
- Aviation—Aviation.** \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Aviation Eng—Aviation Engineering.** \$2; single numbers 25c. m Bryan Davis Pub. Co, Inc, 19 E 47th St, New York
Merged with Aero Digest, July 1933
- Bankers M—Bankers Magazine.** \$5; single numbers 50c. m Bankers Publishing Co, 185 Madison Av, New York
- Bankers Mo.** See Rand McNally Bankers Mo
- Banking—Banking; Journal of the American Bankers Association.** \$3; single numbers 25c. m American Bankers Association, 22 E 40th St, New York
Formerly American Bankers Association Journal
- Barron's—Barron's.** \$10; single numbers 25c. w Barron's Pub. Co, 44 Broad St, New York
- Bell System Tech J—Bell System Technical Journal.** \$1.50; single numbers 50c. q American Telephone and Telegraph Co, 195 Broadway, New York
- Blast F & Steel Pl—Blast Furnace and Steel Plant.** \$2; single numbers 25c. m Steel Publications, Inc, Thaw Bldg, 108 Smithfield St, Pittsburgh, Pa.
- Boston Soc C E J—Journal of the Boston Society of Civil Engineers.** \$4; single numbers \$1. q Boston Society of Civil Engineers, 715 Tremont Temple, Boston
Changed to quarterly January, 1934
- Bradstreet's.** See Dun & Bradstreet
- Brick & Clay Rec—Brick and Clay Record.** \$5; single numbers 50c m Industrial Publications, Inc, 59 E Van Buren St, Chicago
- Burroughs Clearing House—Burroughs Clearing House.** m Burroughs Adding Machine Co, Second Blvd. and Burroughs Av, Detroit, Mich
- Bus Transportation—Bus Transportation.** \$3; single numbers 35c. m McGraw-Hill Pub Co, Inc, 330 W 42d St, New York
- Business Week—Business Week.** \$5; single numbers 20c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Can Chem & Met—Canadian Chemistry and Metallurgy.** \$3; single numbers 40c. m Westminster Publications, Ltd, 366 Adelaide St, West, Toronto, Ont. 2; United States agents, Macintyre & Simpson, 75 E Wacker Drive, Chicago
- Can Eng—The Canadian Engineer.** \$3; single numbers 10c; \$4; single numbers 15c in U.S. w Monetary Times Printing Co of Canada, Ltd, 341 Church St, Toronto, Ont. 2
- Can Min J—Canadian Mining Journal.** \$5. m National Business Publications, Ltd, Gardenvale, Que.
- Chase Econ Bul—Chase Economic Bulletin.** irr Chase National Bank, New York
- Chem Age (Lond)—The Chemical Age.** 26s. single numbers 6d. w Benn Brothers, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4
- Chem & Met Eng—Chemical and Metallurgical Engineering.** \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Chem Ind—Chemical Industries.** \$2; single numbers 25c. m Chemical Markets, Inc, 25 Spruce St, New York
Formerly Chemical Markets
- Chem Markets.** See Chem Ind
- Chem R—Chemical Reviews.** \$9. (\$7 to members of American Chemical Society) bi-m Williams & Wilkins, Co, Baltimore, Md.
- Chem Soc J—Journal of the Chemical Society.** £3 4s. m S. E. Carr, The Chemical Society, Burlington House, Piccadilly, London, W. 1
- Chemicals—Chemicals.** \$5; single numbers 25c. bi-w Tuttle Publications, Inc, 114 E 32d St, New York
Discontinued with April 16, 1934 number
- Chemische Fabrik—Die Chemische Fabrik.** RM 30, single numbers RM 1.80 bi-w Verlag Chemie, G.m.b.H. Corneliustr. 3, Berlin W 35, Germany
Changed to a bi-weekly January, 1934
- Chemistry and Industry.** See Soc Chem Ind J
- Chimie & Ind—Chimie & Industrie.** 500 fr; single numbers 40.50 fr. m Société de Chimie Industrielle, 28, Rue Saint-Dominique, Paris, France
- Civil Eng—Civil Engineering.** \$5; single numbers 50c. m American Society of Civil Engineers, 33 W 39th St, New York
- Coal Age—Coal Age.** \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Comm & Fin—Commerce and Finance.** \$5; single numbers 15c. w Comline Publishing Corp, 95 Broad St, New York
- Comp Air M—Compressed Air Magazine.** \$3; single numbers 35c. m Compressed Air Magazine Co, Phillipsburg, New Jersey
- Concrete—Concrete.** \$3; mill ed. \$4; single numbers 50c. m Concrete Pub. Co, Daily News Plaza, 400 W Madison St, Chicago
- Credit & Fin Management—Credit and Financial Management.** \$3, single numbers 25c. m National Association of Credit Men, 1 Park Av, New York
- Dom Eng—Domestic Engineering.** \$2; single numbers 25c. m Domestic Engineering Co, 1900 Prairie Av, Chicago
- Dun & Bradstreet—Dun & Bradstreet Monthly Review.** \$5, single numbers 50c. m Dun & Bradstreet, Inc, 290 Broadway, New York
- East Underw—Eastern Underwriter.** \$3; single numbers 25c. w Eastern Underwriter Co, 94 Fulton St, New York
- Econ Geol—Economic Geology.** \$5; single numbers 75c. s-q Economic Geology Pub. Co, Prince and Lemon Sts, Lancaster, Pa.
- Economist—Economist.** £2 18s; colonies £3 1s; single numbers 1s 1d. w Economist Newspaper, Ltd, 8, Bouverie St, London, E.C. 4
- Econostat—The Econostat.** \$10. w The Econostat, Inc, 192 Lexington Av, New York
Indexing began March 25, 1933, with v 1, no 1. Discontinued publication, December 16, 1933
- Edison Elec Inst Bul—Edison Electric Institute Bulletin.** \$2, single numbers 25c. m Edison Electric Institute, 420 Lexington Av, New York
Began publication April, 1933 as successor to N. E. L. A Bulletin
- Elec Eng—Electrical Engineering.** \$12; single numbers \$1 50. m American Institute of Electrical Engineers, 33 W 39th St, New York
- Elec J—The Electric Journal.** \$2; single numbers 25c. m The Electric Journal, 580 Fernando St, Pittsburgh, Pa.
- Elec R (Lond)—Electrical Review.** £2 1s 6d; Canadian subs £1 12s 6d; single numbers 6d. w Electrical Review, Dorset House, Stamford St, London, S.E. 1
- Elec Traction—Electric Traction and Bus Journal.** \$1, single numbers 25c. m Kenfield-Davis Pub. Co, 431 S Dearborn St, Chicago
- Elec W—Electrical World.** \$4; single numbers 25c. bi-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
Changed to a bi-weekly beginning September 1, 1934
- Elec West—Electrical West.** \$2; single numbers 25c. m McGraw-Hill Co of California, 883 Mission St, San Francisco, Calif.
- Electrician—Electrician.** 30s; single numbers 6d. w Benn Bros, Ltd, Bouverie House, 154 Fleet St London, E.C. 4
- Electrochem Soc Trans—The Electrochemical Society. Transactions.** The Electrochemical Society, Columbia University, New York
Formerly American Electrochemical Society Preprints are indexed
- Eng & Min J—Engineering and Mining Journal.** \$3; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Eng Educ.** See J Eng Educ
- Eng N—Engineering News-Record.** \$5; single numbers 25c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

- Eng Soc W Pa**—Proceedings of the Engineers' Society of Western Pennsylvania. \$5; single numbers 50c. m (except Ag and S) Engineers' Society of Western Pennsylvania, William Penn Hotel, Pittsburgh, Pa.
Temporarily discontinued with the January 1933 issue.
- Engineer**—Engineer. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineer, 28, Essex St, Strand, London, W.C. 2 [with bi-monthly supplement "Metallurgist"]
- Engineering**—Engineering. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineering, Ltd, 35 and 36, Bedford St, Strand, London, W.C. 2
- Exp Wireless**. See Wireless Engineer
- Explosives Eng**—The Explosives Engineer. \$1; single numbers 15c. m Explosives Engineer, 1031 Delaware Trust Bldg, Wilmington, Delaware
- Factory Management**—Factory Management and Maintenance. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Fed Res Bul**—Federal Reserve Bulletin. \$2; single numbers 20c (to non-members). m Federal Reserve Board, Washington, D.C.
- Food Ind**—Food Industries. \$2; single numbers 25c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Forbes**—Forbes. \$5. single numbers 25c. s-m B. C. Forbes Publishing Co, 120 Fifth Av, New York
- Fortune**—Fortune. \$10; single numbers \$1. m Time, Inc, 350 E 22d St, Chicago
- Foundry**—Foundry. \$2; single numbers 25c. m Penton Pub. Co, Penton Bldg, Cleveland, O.
- Gas Age**—Gas Age-Record. \$3; single numbers 25c. w Robbins Pub Co, Inc, 9 E 38th St, New York
- Gas J (Lond)**—Gas Journal. 35s; single numbers 1s \$8.50 in U. S. w Walter King, Ltd, 11 Bolt Court, Fleet St, London, E.C. 4
- Gen Elec R**—General Electric Review. \$3, single numbers 30c. m General Electric Co, Schenectady, N.Y.
- Génie Civil**—Le Génie Civil. 240 fr; single numbers 3 fr. w Génie Civil, 5 rue Jules-Lefebvre, Paris (9^e), France
- Geol Soc Bul**—Bulletin of the Geological Society of America. \$10. bi-m Geological Society of America, Charles P. Berkey, sec, 419 W 117th St, New York
- Glass Ind**—Glass Industry. \$2. m Ogden-Watney Publishers, Inc, 233 Broadway, New York
- Guaranty Survey**—The Guaranty Survey. m Guaranty Trust Company of New York
- Harvard Business R**—Harvard Business Review. \$5; single numbers \$1.25. q McGraw-Hill Book Co, Inc, 330 W 42d St, New York
- Heat & Ven**—Heating and Ventilating. \$2; single numbers 30c. m Industrial Press, 148 Lafayette St, New York
- Heating-Piping**—Heating, Piping and Air Conditioning. \$2; single numbers 25c. m Keeney Pub. Co, 6 N Michigan Av, Chicago
Includes American Society of Heating and Ventilating Engineers Journal section
- Ill U Eng Exp Sta Bul**—Illinois University Engineering Experiment Station. Bulletin. irr Univ. of Ill, Urbana
- Ill U Eng Exp Sta Circ**—Illinois University Engineering Experiment Station Circular irr Univ. of Ill, Urbana
- Illum Eng Soc Trans**—Transactions of the Illuminating Engineering Society. \$7.50; single numbers \$1. m (except Ag and O) Illuminating Engineering Society, 29 W 39th St, New York
- Illum Engr**—Illuminating Engineer. 10s 6d, single numbers 9d. m Illuminating Engineer, 32 Victoria St, London, S.W. 1
- Ind & Eng Chem**—Industrial and Engineering Chemistry. \$7.50; single numbers 75c. m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W., Washington, D.C.
- Ind & Eng Chem Anal ed**—Industrial and Engineering Chemistry Analytical Edition. \$2; single numbers 75c. bi-m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W., Washington, D.C.
Changed to bi-monthly January, 1933
- Ind & Eng Chem News ed**—Industrial and Engineering Chemistry News Edition. \$1.50; single numbers 10c. s-m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W., Washington, D.C.
- Ind Stand**—Industrial Standardization and Commercial Standards Monthly. \$4; single numbers 35c. m American Standards Association, 29 W 39th St, New York
- Index**—Index. m New York Trust Company, 100 Broadway, New York
- India Rubber W**—India Rubber World. \$3; single numbers 35c. m Bill Brothers Publishing Corporation, 420 Lexington Av, New York
- Inland Ptr**—Inland Printer. \$4; single numbers 40c. m Inland Printer Co, 205 West Wacker Drive, Chicago
- Ins Field (Fire ed)**—Insurance Field (Fire and Casually Edition). \$5; single numbers 25c. w Insurance Field Co, Inc, 322 West Liberty St, (P. O. Box 1164) Louisville, Ky.
- Ins Field (Life ed)**—Insurance Field (Life Edition). \$3; single numbers 15c. w Insurance Field Co, Inc, 322 West Liberty St, (P. O. Box 1164) Louisville, Ky.
- Inst Chem Eng Trans**—Transactions of the Institution of Chemical Engineers. annual Institution of Chemical Engineers, Abbey House, Westminster, London, S.W. 1
Indexing began with volume 9, 1931
- Inst E E J**—Journal of the Institution of Electrical Engineers. single numbers 10s 6d. m E. & F. N. Spon, Ltd, 57 Haymarket, London, S.W.; Engineers Book Shop, 227 Park Av, New York
- Inst Mech Eng Proc**—Institution of Mechanical Engineers. Proceedings. irr Institution of Mechanical Engineers, Storey's Gate, St. James's Park, London, S.W. 1
- Inst Pet Tech J**—Journal of the Institution of Petroleum Technologists. single numbers 7s 6d. m Institution of Petroleum Technologists, Aldine House, Bedford St, Strand, London, W.C. 2
- Inst Radio Eng Proc**—Proceedings of the Institute of Radio Engineers. \$10; single numbers \$1. m Institute of Radio Engineers, Inc, 330 W 42d St, New York
- Int Labour R**—International Labour Review. \$6; single numbers 60c. m World Peace Foundation, 40 Mt Vernon St, Boston
- Int Management Inst Bul**—Bulletin of the International Management Institute. 10 Sw. fr. m International Management Institute, 2, Boulevard du Théâtre, Geneva
Indexing began January, 1933, with v 7, no 1
Discontinued with December 1933 issue
- Inv Banking**—Investment Banking. irr Investment Bankers Association of America, 33 S Clark St, Chicago
- Iron Age**—Iron Age. \$6, single numbers 25c. w Iron Age Pub. Co, 239 W 39th St, New York
- Iron & Steel Inst J**—Journal of the Iron and Steel Institute. s-annual Iron and Steel Institute, 28, Victoria St, London, S.W. 1
- J Account**—Journal of Accountancy. \$4; single numbers 35c. m American Institute Pub. Co, Inc, 135 Cedar St, New York
- J Chem Educ**—Journal of Chemical Education. \$3; single numbers 50c. m Journal of Chemical Education, 20th and Northampton Sts, Boston, Pa.

- J Eng Educ**—Journal of Engineering Education. \$3; single numbers 50c. m except (Jl and Ag) Society for the Promotion of Engineering Education, F. L. Bishop, Sec. University of Pittsburgh, Pittsburgh, Pa.
- J Fr Inst**—Journal of the Franklin Institute. \$6; single numbers 60c. m Franklin Institute, 20th St & Parkway, Philadelphia
- J Ind & Eng Chem**—See Ind & Eng Chem
- J Ind Hygiene**—The Journal of Industrial Hygiene. \$5; single numbers \$1 bi-m Williams & Wilkins Co, Baltimore, Md.
- J Land & Pub Util Econ**—Journal of Land and Public Utility Economics. \$5; single numbers \$1.25 q Institute for Economic Research, 337 E. Chicago Av, Chicago
- J of Business**—Journal of Business of the University of Chicago. \$4; single numbers \$1.25. q University of Chicago Press, 5750 Ellis Av, Chicago
- J Phys Chem**—The Journal of Physical Chemistry. \$10; single numbers \$1.50 m (except Jl, Ag, S) Williams & Wilkins Co, Mt Royal & Guilford Aves, Baltimore
- J of Research Nat Bur Stand**—Journal of Research of the National Bureau of Standards. \$2.50; single numbers 25c m Superintendent of Documents, Washington, D. C.
- Lib J**—Library Journal. \$5; single numbers 25c s-m (m during Jl and Ag) R. R. Bowker Co, 62 W 45th St, New York
Articles of interest to special libraries are indexed
- Locomotive**—Locomotive. 50c; single numbers gratis; recent bound volumes \$1. q Hartford Steam Boiler Inspection & Insurance Co, 56 Prospect St, Hartford, Conn
- Mach**—Machinery. \$3; single numbers 35c. m Industrial Press, 148 Lafayette St, New York
- Mag of Wall St**—Magazine of Wall Street \$7.50; single numbers 35c. bi-w Tucker Pub Co, Inc, 90 Broad St, New York
- Management Methods**. See System
- Management R**—Management Review. \$5; single numbers 50c m American Management Association, 20 Vesey St, New York
Formerly American Management Review
- Manuf Rec**—Manufacturers Record. \$2; single numbers 25c m Manufacturers Record Publishing Co, Manufacturers Record Building, Commerce & Water Sts, Baltimore, Md
- Marine Eng**—Marine Engineering and Shipping Age. \$3. single numbers 35c m Simmons-Boardman Pub. Co, 30 Church St, New York
- Marine R**—Marine Review. \$3. single numbers 35c. m Penton Pub. Co, Penton Bldg, Cleveland, O
- Mech Eng**—Mechanical Engineering, the Journal of the American Society of Mechanical Engineers. \$5; single numbers 60c. m American Society of Mechanical Engineers, 29 W 39th St, New York
- Mech Handling**—Mechanical Handling and Works Equipment. 12s; single numbers 10d. m Louis Cassier Co, Ltd, 22, Henrietta St, Covent Garden, London, W.C. 2
- Melliand**—Melliand Textile Monthly. \$3; single numbers 50c; cloth ed \$20 per year m Textile Manufacturers Monthly, Inc, 305 Washington St, Brooklyn, N. Y.
Name changed to Rayon & Melliand Textile Monthly, December, 1933
- Metal Ind**—Metal Industry. \$2; single numbers 20c m Metal Industry Pub. Co, Inc, 116 John St, New York
- Metal Prog**—Metal Progress. \$5; single numbers 50c. m American Society for Metals, 7016 Euclid Av, Cleveland, O
- Min & Met**—Mining and Metallurgy. \$3; single numbers 50c. m American Institute of Mining and Metallurgical Engineers, Inc, 29 W 39th St, New York
- Min Cong J**—Mining Congress Journal. \$3; single numbers 30c m American Mining Congress, Munsey Bldg, Washington, D.C.
- Mo U Sch Mines & Met Bul**—Bulletin of the University of Missouri. School of Mines and Metallurgy irr Univ of Mo, Rolla
- Mo U Sch Mines & Met Bul tech ser**—Bulletin of the University of Missouri. School of Mines and Metallurgy. Technical Series. irr Univ. of Mo, Rolla
- Mod Plastics**—Modern Plastics. \$5; single numbers 50c. m Breskin & Charlton Pub. Corp, 425 Fourth Av, New York
Formerly Plastic Products
- Monthly Labor R**—Monthly Labor Review. \$3.50; single numbers 30c. m Superintendent of Documents, Washington, D.C.
Free to labor departments and bureaus and other offices connected with the administration of labor laws
- N E L A Bul**—National Electric Light Association Bulletin. \$3; single numbers 25c. m National Electric Light Assn, 420 Lexington Av, New York
Replaced by the Edison Electric Institute Bulletin April, 1933
- N E Water Works Assn J**—Journal of the New England Water Works Association. \$4. single numbers \$1 25 q New England Water Works Association, 613 Statler Bldg, Boston
- Nat City Bank**—National City Bank of New York, m 55 Wall St, New York
- Nat Pet N**—National Petroleum News. \$5; single numbers 15c w National Petroleum Pub. Co, 1213 W 3d St, Cleveland, O
- Nat Research Council Bul**—National Research Council Bulletin. irr National Research Council, Publication office, Washington, D.C.
Individual numbers variously priced. Price-list sent on request
- Nat Safety N**—National Safety News. \$4; single numbers 40c. m National Safety Council, Inc, 20 N Wacker Drive, Chicago
- Nat Underw**—National Underwriter. \$4; single numbers 20c w National Underwriter Co, 175 W Jackson Blvd, Chicago
- Nat Underw (Life ed)**—National Underwriter Life Insurance Edition. \$3; single numbers 15c w National Underwriter Co, 175 W Jackson Blvd, Chicago
- Nation's Business**—Nation's Business. \$3; single numbers 25c m Chamber of Commerce of the United States, 1615 H St, N.W., Washington, D.C.
- N Y Pub Lib Bul**—New York Public Library Bulletin \$1. single numbers 10c m New York Public Library, 476 Fifth Av, New York
Bibliographies of interest to special libraries are indexed
- New England Water Works Assn**. See N E Water Works Assn J
- Oil & Gas J**—Oil and Gas Journal. \$6; single numbers 15c w Petroleum Pub. Co, 114-116 W 2d St, Tulsa, Oklahoma
- Oil Paint & Drug Rep**—Oil, Paint and Drug Reporter. \$5. single numbers 15c. w Oil, Paint and Drug Reporter, Inc, 12 Gold St, New York
Two extra convention numbers published each year
- Opt Soc Am J**—Journal of the Optical Society of America. \$6; single numbers 60c m American Institute of Physics, Inc, 11 E 38th St, New York
- Paper Tr J**—Paper Trade Journal. \$4; single numbers 10c w Lockwood Trade Journal Co, Inc, 15 W 47th St, New York
- Pet Age**—Petroleum Age. \$1; single numbers 25c m Petroleum Age Pub. Co, 500 N Dearborn St, Chicago
- Phys R**—The Physical Review. Second Series. \$15; single numbers 75c s-m American Institute of Physics, Inc, 11 E 38th St, New York
- Plastic Prod**—Plastic Products. \$2; single numbers 25c. m Plastic Publications, Inc, 25 Spruce St, New York
Name changed to Modern Plastics beginning September, 1934
- Platers' Guide**—Platers' Guide. \$1. m Brass World Publishing Co, Inc, 1 Platt St, New York
Formerly Brass World
- Power**—Power. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
Extra convention number published in Mid-December
- Power Pl Eng**—Power Plant Engineering. \$2; single numbers 25c. m Technical Pub. Co, 53 West Jackson Blvd, Chicago

- Prof Eng**—Professional Engineer. \$1.50; single numbers 50c. q American Association of Engineers, 8 South Michigan Av., Chicago
Changed from bi-monthly to quarterly with April, 1933
- Ptd Salesmanship**—Printed Salesmanship \$3, single numbers 25c. m Dartnell Corp, 4660 Ravenswood Av., Chicago
Instead of an August number two numbers are published in September
- Ptr Ink**—Printers' Ink. \$3; single numbers 10c w Printers' Ink Pub. Co, Inc, 185 Madison Av., New York
- Ptr Ink Mo**—Printers' Ink Monthly. \$2; single numbers 25c m Printers' Ink Pub. Co, Inc, 185 Madison Av., New York
- Pub Health Rep**—Public Health Reports. \$2, single numbers 5c w Superintendent of Documents, Washington, D.C.
- Pub Roads**—Public Roads. \$1; single numbers 10c. m Superintendent of Documents, Washington, D.C.
- Pub Serv M**—Public Service Magazine \$3, single numbers 25c. m Harvey J. Gonden, 35 East Wacker Drive, Chicago
- Pub Util**—Public Utilities Fortnightly. \$15; single numbers 75c bi-w Public Utilities Reports, Inc, Munsey Bldg, Washington, D.C.
- Pub Works**—Public Works. \$3; single numbers 35c. m Public Works Journal Corp, 310 E 45th St, New York
- Pulp & Pa of Can**—Pulp and Paper of Canada. \$5; single numbers 50c m National Business Publications, Ltd, Gardenvale, Que.
Extra convention number published in February
- R Sci Instr**—Review of Scientific Instruments with Physics News and Views \$2, single numbers 50c m American Institute of Physics, 11 E 38th St, New York
Sent to subscribers of other periodicals of the American Institute of Physics without additional charge
- Radio N**—Radio News \$2 50; single numbers 25c. m Teck Publications, Inc, 461 8th Av, New York
- Rand McNally Bankers Mo**—Rand McNally Bankers Monthly \$5, single numbers 50c m Rand McNally & Co, 536 South Clark St, Chicago
Formerly Bankers Monthly
- Rayon & Meiland**—Rayon and Meliland Textile Monthly \$3, single numbers 50c m Rayon Pub Corp, 303 Fifth Av, New York
- Ref Shelf**—The Reference Shelf Irr The H W Wilson Co, 958 University Av, New York
- Refrig Eng**—Refrigerating Engineering. \$5, single numbers 50c. m American Society of Refrigerating Engineers, 37 W 39th St, New York
- Refrig W**—Refrigerating World \$2, single numbers 20c m Ice Trade Journal Co, 330 W 42d St, New York
Discontinued February, 1934
- Roads & Sts**—Roads and Streets. \$2; single numbers 25c. m Gillette Pub. Co, 400 W Madison St, Chicago
Absorbed Engineering and Contracting, January 1933
- Rock Prod**—Rock Products. \$2; single numbers 25c m TradePress Pub Corp, 330 South Wells St, Chicago
- Roy Aeronautical Soc J**—Journal of the Royal Aeronautical Society. £2 4s 6d; single numbers 3s 9d m Royal Aeronautical Society, 7, Albemarle St, Piccadilly, London, W 1
- Rs Mod Phys**—Reviews of Modern Physics \$4, single numbers \$1 20 q American Institute of Physics, Inc, 11 E 38th St, New York
- Rubber Age**—Rubber Age. \$2; single numbers 25c. m Palmerton Pub. Co, Inc, 250 W 57th St, New York
- Ry Age**—Railway Age. \$6, single numbers 25c. w Simmons-Boardman Pub. Co, 30 Church St, New York
- Ry Mech Eng**—Railway Mechanical Engineer \$3; single numbers 35c. m Simmons-Boardman Pub. Co, 30 Church St, New York
- S A E J**—S A. E. Journal. \$10; single numbers \$1. m Society of Automotive Engineers, Inc, 29 W 39th St, New York
- Safety Eng**—Safety Engineering. \$3; single numbers 25c. m Safety Magazine Publishing Corp, 45 John St, New York
- Sales Management**—Sales Management. \$4; single numbers 20c. s-m Sales Management, Inc, 420 Lexington Av, New York
Published semi-monthly beginning May 1, 1932 except in April and October when it is published three times a month
- Sci Am**—Scientific American. \$4; single numbers 35c m Munn & Co, Inc, 24 W 40th St, New York
- Science**—Science \$6; single numbers 15c w Science Press, Grand Central Terminal, New York
- Sheet Metal Worker**—Sheet Metal Worker \$3, single numbers 25c. m Edwin A. Scott Pub Co, Inc, 45 W 45th St, New York
- Sibley J**—Sibley Journal of Engineering. \$2, single numbers 15c m (except JI-S) Sibley Journal of Engineering, Inc, Ithaca, N.Y.
- Soc Chem Ind J**—Journal of the Society of Chemical Industry. £4 4s, single numbers 1s 10a w Society of Chemical Industry, Central House 46 Finsbury Sq, London, E C 2
In three separately paged sections, Chemistry and Industry, Transactions and British Chemical Abstracts
- Soc Dyers & Col J**—Journal of the Society of Dyers and Colourists. 60s; single numbers 5s m Society of Dyers and Colourists, Ocean Chambers, 32-34 Piccadilly, Bradford, Yorkshire, England
- Soc Ing Civils Bul**—Mémoires et Compte Rendu des Travaux de la Société des Ingénieurs Civils de France Bulletin 200 fr. bi-m Hotel de La Société, 19, rue Blanche, 19 (9*), Paris, France
- Special Lib**—Special Libraries \$5; single numbers 50c m (S-Ap) bi-m (My-Ag) Special Libraries Association, 345 Hudson St, New York
- Spectator**—Spectator. \$2 w Spectator Co, 243 W 39th St, New York
- Stahl & Eisen**—Stahl und Eisen RM 50; single numbers RM 1 50 w Verlag Stahlseisen, m b.H. Düsseldorf, Germany, American agent, Paul F. Hermann Co, 1910 Beechwood Blvd, Pittsburgh, Pa
- Steel**—Steel \$1, single numbers 25c w Penton Pub Co, Penton Bldg, Cleveland, O.
- Survey of Cur Business**—Survey of Current Business \$1.50, monthly 10c, weekly 5c Superintendent of Documents, Washington, D.C.
Advance leaflets are distributed every week to subscribers in the United States The leaflets are usually mailed on Thursdays and give such information as has been received during the preceding week
- System**—System and Business Management. \$3; single numbers 35c. m Management Publications, Inc, 330 W 42d St, New York
System became Management Methods with January, 1932 number; name changed to System and Management Methods, July, 1933; changed to System and Business Management, October, 1933
- Taylor Soc & Soc Ind Eng Bul**—Bulletin of the Taylor Society and of the Society of Industrial Engineers. \$3 bi-m Federated Management Societies, 29 W 39th St, New York
Formerly Taylor Society Bulletin
- Taylor Soc Bul**—Bulletin of the Taylor Society \$3 bi-m Taylor Society, Inc, 29 W 39th St, New York
- Textile Col**—Textile Colorist \$5. m Textile Colorist, Inc, 233 Broadway, New York
- Textile Inst J**—Journal of the Textile Institute 48s; single numbers 4s m Textile Institute, 16 St Marv's Parsonage, Manchester 3, England
- Textile World**—Textile World \$3, single numbers 35c m McGraw-Hill Pub Co, Inc, Bragdon, Lord & Nagle Division, 330 W 42d St, New York
Extra annual review number published in February
- Transit J**—Transit Journal \$3; single numbers 35c m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
Extra convention number published in October
Formerly Electric Railway Journal
- Trust Companies**—Trust Companies \$5; single numbers 60c. m Fiduciary Publishers, Inc, 2 Rector St, New York

LIST OF PERIODICALS INDEXED

- U S Agric—Publications.** U.S. Dept. of Agriculture, Division of Publications, Washington, D.C.
Selected contributions from the Bureau of Chemistry, Forest Service and Public Roads Bureau and other publications on technical subjects are indexed
- U S Bur For & Dom Com Domestic Commerce**
• Ser—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.
- U S Bur For & Dom Com misc ser—United States.** Bureau of Foreign and Domestic Commerce. Miscellaneous series. U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.
- U S Bur For & Dom Com Trade Information**
• Bul—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.
- U S Bur For & Dom Com Trade Promotion**
• Ser—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.
- U S Bur Labor Statistics Bul—United States.** Bureau of Labor Statistics. Bulletin. Distributed free of charge. U.S. Bureau of Labor Statistics, Washington, D.C.
- U S Bur Mines Bul—United States.** Bureau of Mines. Bulletin. U.S. Bureau of Mines, Washington, D.C.
- U S Bur Mines Information Circ—United States.** Bureau of Mines. Information Circular. U.S. Bureau of Mines, Washington, D.C.
- U S Bur Mines Rep of Invest—United States**
† Bureau of Mines. Reports of Investigations U.S. Bureau of Mines, Washington, D.C.
- U S Bur Mines Tech Pa—United States.** Bureau of Mines. Technical Paper. U.S. Bureau of Mines, Washington, D.C.
- U S Bur Stand Circ—United States.** Bureau of Standards. Circular. U.S. Bureau of Standards, Washington, D.C.
- U S Bur Stand J Research—Bureau of Standards.** Journal of Research. \$2.50 m Superintendent of Documents, Washington, D.C.
Name changed to Journal of Research of the National Bureau of Standards with the July 1934 number
- U S Geol S Bul—United States Geological Survey.** Bulletin. U.S. Geological Survey, Washington, D.C.
- U S Geol S Professional Pa—United States Geological Survey.** Professional Paper. U.S. Geological Survey, Washington, D.C.
- U S Nat Advisory Com for Aeronautics—United States National Advisory Committee for Aeronautics.** Washington, D.C. Annual report
- U S Women's Bur Bul—United States Women's Bureau.** Bulletin. U.S. Women's Bureau, Washington, D.C.
- VDI.** See Zeit Ver Deutsch Ing
- W Soc E J—Journal of the Western Society of Engineers.** \$3; single numbers 75c. bi-m Western Society of Engineers, 205 W Wacker Drive, Chicago
- Water Works & Sewerage—Water Works & Sewerage.** \$2; single numbers 25c. m Gillette Pub Co. Daily News Bldg, Chicago
- Weekly Underw—Weekly Underwriter** \$5; single numbers 25c. w Underwriter Printing and Publishing Co, 80 Maiden Lane, New York
- Western Soc of Eng J.** See W Soc E J
- Wireless Eng—Wireless Engineer and Experimental Wireless.** \$2s; single numbers 2s 8d m Iliffe & Sons, Ltd, Dorset House, Stamford St, London, SE 1
Formerly Experimental Wireless and The Wireless Engineer
- Wis U Eng Exp Sta Bul—Bulletin of the University of Wisconsin, Engineering Experiment Station Series.** irr Univ. of Wis, Madison
- Zeit Ver Deutsch Ing—VDI. Zeitschrift des Vereines Deutscher Ingenieure.** RM 52; single numbers RM 1.75 w VDI-Verlag G. m. b. H. NW 7, Dorotheenstr 40, Berlin, Germany

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† United States Bureau of Mines Publications for sale by Superintendent of Documents, Government Printing Office, Washington, D.C. Reports of Investigations and Information Circulars distributed by Bureau.

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Key to General Abbreviations

+	continued on later pages of the issue
abr	abridged
Ag	August
Ap	April
arch	architect
bibliog	bibliography
comp	compiled or compiler
cond	condensed
cont	continued
D	December
diag	diagram
ed	edited or edition or editor
F	February
il	illustrations
inc	incorporated

Ja	January
Je	June
Jl	July
Mr	March
My	May
n s	new series
N	November
no	number
O	October
p	page
por	portrait
pseud	pseudonym
rev	revised
S	September
sup	supplement
tr	translated or translation or translator
v	volume

Sample title: Investment trusts under the microscope. C. Williams. Mag of Wall St 51:26-8+ O 29 '32

Explanation: An article with the title given above will be found in Magazine of Wall Street, volume 51, pages 26 to 28 (continued on later pages of the issue) the October 29, 1932 number.

Abbreviations of Publishers' Names Used in Book Titles

- A.I.M.E.** American Institute of Mining and Metallurgical Engineers, 29 W 39th St, N.Y.
Am. Acad. of Pol. and Soc. Sci. American Academy of Political and Social Science, 3457 Walnut St, Philadelphia
Appleton-Century, D. Appleton-Century Co, Inc, 35 W 32d St, N.Y.
Baird, H. C. Baird & Co, 2 W 45th St, N.Y.
Blakiston, P. Blakiston's Son & Co, 1012 Walnut St, Philadelphia
Bobbs. Bobbs-Merrill Co, 724 N Meridian St, Indianapolis; 468 4th Av, N.Y.
Callaghan. Callaghan & Co, 401 E Ohio St, Chicago
Carnegie Endowment. Carnegie Endowment for International Peace, 700 Jackson Pl, NW, Washington, D.C.
Century Co. See Appleton-Century
Chemical Catalog Co. See Reinhold Pub. Corp
Chemical Pub. Co. 300 N 3d St, Easton, Pa
Columbia univ. press, 2960 Broadway, N.Y.
Crowell, T. Y. Crowell Company, 387-393 4th Av, N.Y.
Day, John Day Co, Inc, 386 4th Av, N.Y.
Dodd Dodd, Mead & Co. 449 4th Av, N.Y.
Doubleday Doubleday, Doran & Co, Garden City, N.Y.
Drake, Frederick J Drake & Co, 179 N Michigan Av, Chicago
Dutton, E. P. Dutton & Co, 286-302 4th Av, N.Y.
Engineers Book Shop, 227 Park Av, New York
Ginn Ginn & Co. (Educational text-bks) 15 Ashburton Place, Boston; 2301-2311 Prairie Av, Chicago; 70 5th Av, N.Y.
Gregg, Gregg Publishing Company, 270 Madison Av, N.Y.; 2500 Prairie Av, Chicago
Harcourt, Harcourt, Brace & Co. 383 Madison Av, N.Y.
Harper Harper & Brothers, 49 E 33d St, N.Y.
Harvard Univ. Press, Randall Hall, Cambridge, Mass
Heath D C Heath & Co, 285 Columbus Av, Boston; 180 Varick St, N.Y.; 1815 Prairie Av, Chicago
Henley Norman W. Henley Pub. Co, Putnam Bldg, 2 W 45th St, N.Y.
Holt Henry Holt & Co, 1 Park Av, N.Y.; 2626 Prairie Av, Chicago
Houghton Houghton, Mifflin Co, 2 Park St, Boston; 386 4th Av, N.Y.; 2500 Prairie Av, Chicago; 612 Howard St, San Francisco
Knopf Alfred A. Knopf, 730 5th Av, N.Y.
Lippincott J. B. Lippincott Co, 227-231 S 6th St, Philadelphia
Little, Little, Brown & Co. 34 Beacon St, Boston
Liveright Liveright Pub. Corp, 386 4th Av, N.Y.
Longmans Longmans, Green & Co, 114 5th Av, N.Y.
McGraw-Hill McGraw-Hill Bk Co, Inc, 330 W 42d St, N.Y.
Macmillan The Macmillan Co, 60 5th Av, N.Y.
Manual Arts Press, 237 N Monroe St, Peoria, Ill
Nat. Bur. Econ. Research. National Bureau of Economic Research, Inc, 1819 Broadway, N.Y.
National Research Council, 2101 Constitution Av, N.W. Washington, D.C.
Oxford. Oxford University Press (Clarendon Press) (American branch), 114 5th Av, N.Y.
Penton Pub Co, 1213 W 3d St, Cleveland, O.
220 Broadway, N.Y.
Pitman. Pitman Pub. Corp, 2-6 W 45th St, N.Y.
Prentice-Hall, Inc. 70 5th Av, N.Y.
Putnam, G. P. Putnam's Sons, Putnam Bldg, 2-6 W 45th St, N.Y.
Reinhold Pub. Corp. 330 W 42d St, N.Y.
Revell, Fleming H. Revell Co, 158 5th Av, N.Y.
Ronald Press. Ronald Press Co, 15 E 26th St, N.Y.
Routledge Routledge, G. & Sons, Ltd, Broadway House, 68-74 Carter Lane, London, E.C. 4
Scientific Bk Corp. 15 E 26th St, N.Y.
Scribner Charles Scribner's Sons, 597 5th Av, N.Y.; 320 E 21st St, Chicago
Simmons-Boardman, Simmons-Boardman Publishing Company, 30 Church St, N.Y.
Special Lib. Assn. Special Libraries Association, 345 Hudson St, N.Y.
Spon, E. & F. N. Spon, Ltd, 57 Haymarket, London, S.W. 1
Stokes F A Stokes Co, 443-449 4th Av, N.Y.
Supt. of Doc Superintendent of Documents, Government Printing Office, Washington, D.C.
Teachers College, Columbia University, 525 W 120th St, N.Y.
Univ of Chicago Press, 5750 Ellis Av, Chicago
Van Nostrand D. Van Nostrand Co, 250 4th Av, N.Y.
Viking Press, Inc. 18 E 48th St, N.Y.
West West Pub. Co, 50 W 3d St, St Paul, Minn.; 2 Lafayette St, N.Y.
Wiley. John Wiley & Sons, Inc, 440 4th Av, N.Y.
Williams & Wilkins. The Williams & Wilkins Co, Mt Royal & Guilford Aves, Baltimore
Wilson, H.W. H. W. Wilson Co, 950-972 University Av, N.Y.
Workers Educ. Bur. Workers Educational Bureau of America, 1440 Broadway, N.Y.
World Peace Foundation, 40 Mt Vernon St, Boston (9), 8 W 40th St, N.Y.
Agents for the Publications of the International Labor Office, and the League of Nations
Yale Univ. Press, 143 Elm St, New Haven, Conn; 386 4th Av, N.Y.

Industrial Arts Index

A Cumulative Index to Engineering, Trade and Business Periodicals

1934

ABACA. See Manila hemp

ABBOTT laboratories

Our depression ended when we put fight back into our men. A. D. Brush. *Sales Management* 34:186-7 Mr 1 '34

ABBREVIATIONS

Standard symbols and abbreviations—an ideal; adopted for use in engineering society publications. *Civil Eng* 4:375-7 Jl '34

ABIETIC acid

Preparation of l-abietic acid (Schulz) and properties of some of its salts. S. Palkin and T. H. Harris. *Am Chem Soc J* 56:1935-7 S '34

Pyrolysis of abietic acid. W. A. La Lande, jr. *bibliog diags Ind & Eng Chem* 26:678-81 Je '34

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Effect of practice upon individual differences. R. E. Perl. 54p [bibliog p49-51] pa \$1 Archives of psychology, Columbia univ. '33

Helping the young engineer to help himself; hints and self-analysis blank. *Civil Eng* 4:279-80 My '34

Manual skill; its organization and development. J. W. Cox. 247p \$5 Macmillan '34

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ABILITY tests

Abilities and unemployment; abstract. C. E. Kellogg and N. W. Morton. *Management* R 23:340 N '34

Differential diagnosis of ability in school children. D. Segel. 86p \$1.40 Warwick & York, Baltimore '34

Do salesmen's tests work? R. S. Schultz. *System* 63:418-19+ S '34

Eliminate unfit recruits and help men in slump through tests. R. B. Mitchell. *Nat Underw* (Life ed) 38:2 F 23 '34

Filling the vacancy for a technical post. H. Lewis. *Chem Age* (Lond) 31:125-6 Ag 11 '34

Had to hire 2,200 girls quick; Hygrade Sylva corporation. R. E. Smith. *il Factory Management* 92:384-5+ S '34

How to prepare questions for consumer research; intelligence tests are in disrepute among psychologists. H. C. Link. *Ptr Ink* 166:37+ Ja 11 '34

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Intelligence rating myth. D. Segel. *Sci Am* 150:208-9 Ap '34

Measured characteristics of clerical workers. D. M. Andrew and D. G. Paterson. 60p Employment stabilization research institute, Univ. of Minnesota '34

Mental alertness tests for all examinations of which general tests are a part. 80p Pergande pub. co, Milwaukee '34

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Occupational testing and the public employment service. J. G. Darley and others. 28p 10c Univ. of Minn. press, Minneapolis '33

Our experience with aptitude tests in hiring salesmen. J. Oliver. *il Sales Management* 33:485-6+ N 15 '33

Prediction of vocational success. E. L. Thorndike and others. 284p \$2.50 Commonwealth fund, New York '34

Psychological diagnosis in social adjustment. P. M. Symonds. 362p American book co, New York '34

Psychological tests helpful in recruiting of new agents. P. S. Achilles. *Nat Underw* (Life ed) 37 9 D 29 '33

Relationship between item validity and test validity. M. Smith. 40p \$1.50 Teachers college '34

Selecting the applicant for silk- or rayon-mill work by results of aptitude tests. O. W. Bitzenhofer. *Textile World* 84:2025-6 O '34

Social aggressiveness of agents can be tested. H. C. Link. *East Underw* 35:12 Ap 6 '34; Same. *Nat Underw* (Life ed) 38:23-4 Ap 6 '34

Survey on selecting agents shows better managers are needed; abstracts. H. G. Kenagy. *Ins Field* (Life ed) 63:12 N 2 '34; *Nat Underw* (Life ed) 38:7 N 2 '34; *East Underw* 35 15 N 2 '34

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Who's fourteen years old? the case of the psychologists versus Kenneth Groesbeck et al. G. L. Miller. *Ptr Ink* 165:21, 24-6 D 21 '33

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Musical ability tests

See also

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Low cost cleaning equipment; Airless wheel-abrator, *il* Blast F & Steel Pl 22:50 Ja '34

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Absorption of oxygen by linseed oil in the presence of catalysts of different oxidation-reduction potentials. B. F. Chow. *Am Chem Soc J* 56:894-8 Ap '34

Absorption of sulfur dioxide in water. F. W. Adams. *Am Inst Chem Eng Trans* v 28: 162-77; Discussion. 178-82 '32

Absorption of water by linen; flax yarns. M. H. Preston and J. A. Matthew. *diags Textile Inst J* 25:T311-30 O '34

Drying gases by absorption. J. H. Perry and H. C. Duus. *Chem & Met Eng* 41:74-7 F '34

Duration of some imbibition processes. B. J. Luyet. *Science* 80:168 Ag 17 '34

Effect of electrolytes on the absorption of direct dyestuffs by cellulose. A. M. Patel. *Am Dyestuff Rep* 23:505-8, 521 S 10 '34

Factors governing absorption of dyestuffs by paper fibers. F. A. Soderberg. *diags Paper Tr J* 97:39-45 N 23 '33

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ABSORPTION apparatus

Adoption of the absorption plant led way to modern low-pressure unit. *diag Oil & Gas J* 32:40 D 7 '33

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Hyperfine structure absorption in optically excited mercury vapor. M. L. Pool and S. J. Simmons. *il diag Phys R* 44:997-1001 D 15 '33

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Standard absorption curves for specifying the quality of X-radiation. L. S. Taylor and G. Singer. *bibliog U S Bur Stand J Research* 12:401-20 Ap '34

Über physikalische methoden im chemischen laboratorium; lichtabsorption und chemische konstitution. A. Smakula. *Angew Chemie* 47:657-65 S 22 '34

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Ultra-violet rays

ABSORPTION of sound. *See* Sound—Absorption

ABSORPTION spectra. *See* Spectrum—Absorption spectra

ABSORPTION towers. *See* Absorption apparatus

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Scientific literature; some problems and their remedies. T. D. A. Cockerell. *Science* 80: 357 O 19 '34

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Abstract records. H. W. Haines. *il Burroughs Clearing House* 18:15-17 Ap '34

ACACIA. *See* Gum arabic

ACACIA mutual life association

Annual statement, 1933. *East Underw* 35:14 F 23 '34; *Spectator* 132:18 F 22 '34; *Weekly Underw* 130:360 F 17 '34

ACADEMIC assistance council

Exiles in British sanctuary. E. Rutherford. *Science* 79:533-4 Je 15 '34

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ACADEMY of natural sciences of Philadelphia Expeditions. *Science* 80:187-8 Ag 24 '34

ACADEMY of world economics, Washington, D.C.

Papers presented to the Academy of world economics in the city of Washington. W. F. Notz, ed. *Ann Am Acad* 174:153-78 Jl '34

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ACCELEROMETERS

Messung der stosshaftigkeit von fahrzeugen. P. Langer and W. Thomé. *bibliog il Zeit Ver Deutsch Ing* 78:1269-71 O 27 '34

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Auditing	Government account-
Balance sheets	ing
Bank accounting	Highway accounting
Billing	Interest
Bookkeeping	Inventories
Budget, Business	Municipal account-
Colleges and univer-	ing
sities—Accounting	Overhead expense
Controllers	Payrolls
Cost accounting	Profit
Depreciation	School accounting
Discount	Stores systems
Discount, Trade	

also subdivision Accounting under special subjects, e.g.

Coal mines and min-	Labor cost
ing	Petroleum industry
Corporations	and trade
Dairies	Railroads
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Factories	Trust companies
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| National recovery administration | United States—Executive departments |

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See also

Absorption

Carbon, Activated

ADSORPTION, Heat of

Adsorption of methylamine on silica gel, alumina gel and charcoal; the heats of adsorption of ammonia and the methylamines on silica gel. W. A. Felsing and C. T. Ashby. *bibliog Am Chem Soc J* 56:2226-9 N '34

Heat of adsorption of carbon monoxide on copper. R. A. Beebe and E. L. Wildner. *diag Am Chem Soc J* 56:642-5 Mr '34

ADULT education. See Education of adults

ADVERTISED brands. See Advertising, National

ADVERTISEMENTS

Advertising museum. *il Ptr Ink* 166:28-9 Ja 4 '34

Box-office technique and its place in advertising; hints from newspapers and magazines. A. M. Miller. *Ptr Ink* 167:59-60 Je 7 '34

Copy for the package; seventeen rules. C. B. Larrabee. *il Ptr Ink Mo* 29:16-18+ S '34

Even program advertising may be made interesting; advertisements from the World's Fair horse show program. J. Mangan. *il Ptd Salesmanship* 62:182-3+ N '33

Farm copy for the new deal. H. C. Briney. *il Ptd Salesmanship* 62:325-8+ F '34

Four advertisements I like; illustrations. *Ptr Ink Mo* 27:20-1 D '33; 28:26-7 F; 18-19 Mr '34

Four British advertisements I like. W. Crawford. *il Ptr Ink Mo* 28:22-3 Ja '34

From an advertiser's scrapbook. Published in monthly numbers of *Printers' Ink* monthly thru September

Our family advertising album. R. Gilles. *il Ptr Ink Mo* 29:15 O; 23 N '34

Package inserts: why, what, how. C. B. Larrabee. *il Ptr Ink Mo* 29:20-2+ Ag '34

ADVERTISEMENTS—Continued

Preparation of the advertisement. L. D. Meredith Bankers M 128:415-32 Ap '34
What the depression years have done to the ads. S. H. Giellerup. Il Adv & Sell 23:24-6+ Ag 30 '34

See also

Advertising
Advertising—Dealer helps

Blotters

Broad-sides (advertisements)

Catalogs
Package inserts
Poster stamps
Posters
Sales letters

Bleed pages

Bleed pages. Il Ptr Ink Mo 29:16-18+ Ag '34
Bleed pages? Faugh! A. Stote. Il Inland Ptr 94:27-8 O '34
Bleed pages? Yes, we need them! D. C. McMurtrie. Il Inland Ptr 94 29-31 O '34

Books and booklets

Aetna sponsors auto show. Ptr Ink 167:91 Ap 5 '34
"And this is my kitchen" booms sales of modern ranges. B. T. Franck Il Gas Age 74 137-40+ Ag 18 '34
Booklet wins new customers, Seaboard bank. E. P. Young. Il Rand McNally Bankers Mo 51 13-14+ Ja '34
Booklets that beckon. E. Peterson Il Ptr Ink Mo 29 19-20+ O '34
Brunswick teaches billiards Il Ptr Ink 169: 28 O 18 '34
Campaign to close sales in few calls, Coal-tosis booklet and ten mailing pieces help oil burner prospects make up their minds J. A. Berghoff. Il Ptd Salesmanship 62 170-1 N '33
Consumer booklets plus manual of information D. Gridley. Il Ptr Ink 166 80-2 Mr 22 '34
Directors write to salesmen; mail campaign of General American life insurance company. St Louis Ptr Ink Mo 28 50 Je '34
Gas refrigerator contributes to home beauty treatments Il Gas Age 73:513-14 My 26 '34
G-M advertises consumer survey. Ptr Ink 166: 72 3 Ja 4 '34
Helpful booklets Il Ptr Ink Mo 29 66-7 S '34
How Aetna sells its products by helping automobile dealers sell theirs S. F. Withe. Il Ptd Salesmanship 63 239-42 Jl '34
How direct-mail turns radio listeners into customers P. Blakemore. Ptd Salesmanship 63 286-7+ Ag '34
How insurance companies achieve prestige through fine printing. A. D. Luse Il Ptd Salesmanship 63 133-5 My '34
How one company increases its business by helping dentists increase theirs. Ritter dental mfg. co. uses direct-mail A. R. Barkley. Il Ptd Salesmanship 64 20-3 S '34
Impressing the home owner with a respect-commanding proposal. Il Sheet Metal Worker 25 47-8 Ja '34
One way to tell story of hidden parts; Timken-Detroit dramatizes axles, cards and booklet. Il Ptr Ink 167 53-4 Je 7 '34
Picture book; Auburn translates story of mechanical features into simple terms. Il Ptr Ink 168 78-9 Jl 5 '34
Retailers pay for this book; Sherwin-Williams promotion piece. Il Ptr Ink 167 69-70 My 10 '34
Ten thousand prospects tell how to write booklets; Koppers test newspaper copy. W. T. Laing. Il Ptr Ink Mo 29:27-8+ Ag '34
This de luxe Christmas suggestions booklet offers a profitable advertising idea. Il Inland Ptr 94:61-2 O '34
U. S. buys some advertising; TVA booklet. Il Ptr Ink 168:73-4 Ag 16 '34
Wrapping up the building. Il Ptd Salesmanship 63:143 My '34
See also
Catalogs

Bibliography

Informative booklets. Oil Paint & Drug Rep 126:35 Jl 9 '34 [cont every other week]

Christmas cards

Christmas greetings. Il Inland Ptr 92:73-5 D '33

Cook books and recipes

G-E sells recipe book. Il Ptr Ink 167:48 Ap 12 '34
Just follow directions; details and accuracy should be the watchwords. D. B. Barnett. Il Ptr Ink Mo 28:57-9+ Ja '34
Movie star recipe books help sell 500 ranges. Il Gas Age 74:208+ S 8 '34

Copy

See Advertising copy

Coupons

Copy themes in coupons, consumers, via scissors, give Koppers their secrets. W. T. Laing. Ptr Ink 169 67-70 O 25 '34
Digging for facts with coupons W. T. Laing. Ptr Ink 165 72-4 D 7 '33
Free brooms Ptr Ink 167:32 My 17 '34
Free coal shovel offer digs up 20,000 prospects in Chicago. R. M. Boomer. Il Ptd Salesmanship 63 146-7 My '34
No marked falling off in coupon inquiries. Ptr Ink 165 60 N 30 '33
Oil-O-Matic shovel plan brings sales as well as coupons. Il Sales Management 34:336 Ap 10 '34
Value of the coupon. Ptr Ink 167:28-9 Je 7 '34
What the coupons brought. F. J. Meystre, jr Adv & Sell 22 34+ Ap 26 '34

Design

Best printing is designed with an eye to sales. W. Wendell Il Ptd Salesmanship 62: 234-7+ D '33
Give the advertising display breathing space. H. M. Andrews Il Ptr Ink 165:45-6+ D 28 '33

See also
Advertisements—
Layout

Headlines

Questions for advertisers. A. Glim, pseud. Ptr Ink 167 86 My 3; 44-5 My 10; 72 My 17 '34
Stuttering headlines. J. A. Kiss. Il Ptr Ink Mo 28:18-19 Je '34
Those markets that pop up over night; keyed headlines can help sellers find them W. T. Laing. Ptr Ink 167 57-60 My 31 '34

Identification

Memory fodder, copy needs something that will stick in reader's mind. M. K. Powers. Ptr Ink 168:13, 16-18 Ag 23 '34

Illustrations

See Advertisements, Pictorial

Layout

Adlets; dealers build their newspaper advertisements automatically through using this block plan. Foy paint co. W. E. Backus. Ptr Ink 169:41-3 O 4 '34
British cleanliness; their newspaper advertising is marked by a liberal use of white space and short copy. Il Ptr Ink Mo 29: 17 Jl '34
Essentials in using small space. Il Ptr Ink 166:32-4 Ja 11 '34
Give the advertising display breathing space. H. M. Andrews. Il Ptr Ink 165:45-6+ D 28 '33
Jig-saw layout; a copy writer's experiment with squares and oblongs. A. B. Tuthill. Il Ptr Ink Mo 29:31 O '34
Let the layout say it, too. D. Lamb. Il Ptr Ink Mo 29:48+ S '34
New typography & modern layouts. F. Ehrlich. 120p. 70 charts \$5 Stokes '34
Questions for advertisers. A. Glim, pseud. Ptr Ink 167:61+ Je 28 '34
Search for originality in layout designs. D. M. Lathrop. Il Ptr Ink Mo 28:32-3+ Ja '34
See the pretty birdie; a note on advertising layout. A. Sussman. Il Publishers' Weekly 126:187-95 Jl 21 '34

ADVERTISEMENTS—Layout—Continued

Write it for emphasis; penmanship in current advertising layout. H. M. Andrews. *il* *Ptr Ink* Mo 29:20-1+ S '34

Longevity

90-year-old advertisement pulls. K. L. Kirk. *Ptr Ink* 165:45 N 16 '33

Maps

John Held's map of New England now a collector's item. *il* *Ptd Salesmanship* 63:297 Ag '34

Name plates

Orphans of the advertising pages; brand names are minimized almost to vanishing point. H. A. Engleman. *il* *Ptr Ink* 166:92-4 F 8 '34

Position

Groucho says: Position? *Ptr Ink* 167:25-6 Ap 26 '34

Wrigley puts gum in gutter. *il* *Adv & Sell* 22:34 D 7 '33

Repetition

Waiting for the cumulative effect—is it an advertising alibi? V. O. Schwab. *il* *Adv & Sell* 24:19-21 N 8 '34

Why syndicate advertising in the magazines? S. M. Ramsdell *il* *Adv & Sell* 22:21+ Ap 26 '34

Reprints

Advertising works overtime via reprints. L. H. Brendel. *Ptr Ink* 168:65+ J1 26 '34

Samples

Swatches in newspapers. *Ptr Ink* 167:58 Ap 12 '34

Signatures

How should advertisements be signed? P Barber *il* *Ptr Ink* Mo 29:25+ S '34

Testing

Copy testing grows more accurate *Ptr Ink* 166:61 Ja 25 '34

Count your coupons! copy-testing pays. W. T. Laing. *Adv & Sell* 23:24+ Je 21 '34

Digging for facts with coupons W T Laing *Ptr Ink* 165:72-4 D 7 '33

Does believing mean being convinced? B Moore. *Adv & Sell* 23:58 J1 19 '34

Eye vs the ear K. R. Dyke. *Adv & Sell* 22:20+ F 15 '34; Discussion (Bushels and gallons) C. S. Hester. 22:28+ Mr 15 '34

Discussion (Maybe it's copper and brass?) V. M. Ratner. 22:24+ Mr 29 '34

Is seeing believing—in advertising? B Moore. *Adv & Sell* 23:30 My 10 '34

Monkey wrenches in the sales test machinery. K. Groesbeck. *Adv & Sell* 22:16-17+ N 23 '33

Real values base of this copy-testing J. O. Nilan. *Ptr Ink* 166:49+ Mr 22 '34

Ten thousand prospects tell how to write booklets; Koppers test newspaper copy. W. T. Laing. *il* *Ptr Ink* Mo 29:27-8+ Ag '34

Testing advertisements. L. E. Firth 282p [biblog p271-4] \$2.50 McGraw-Hill '34

Those markets that pop up over night; keyed headlines can help sellers find them. W. T. Laing *Ptr Ink* 167:57-60 My 31 '34

What copy testing cannot do. K. M. Goode. *il* *Adv & Sell* 23:22-3 J1 5 '34

What kind of copy opens pocket books? B. Moore *Adv & Sell* 23:24 O 11 '34

See also

Advertising, Mail—

Testing

Typography

Introducing the new zigzag typography. *il* *Ptd Salesmanship* 62:255 D '33

Lighter types ahead *Ptr Ink* 169:85 O 25 '34

Review of specimens J. L. Frazier. Published in monthly numbers of Inland printer

Typographer calls for more dynamic use of type in all advertising. A. S. Overbay. *il* *Inland Ptr* 93:49-50 My '34

Typographic scoreboard. Published in monthly numbers of Inland printer

Write it for emphasis; penmanship in current advertising layout. H. M. Andrews. *il* *Ptr Ink* Mo 29:20-1+ S '34

See also

Advertisements,
Small space

ADVERTISEMENTS, Classified**Want ads**

Want ads locate Maytag prospects. A. D. Luse. *il* *Ptd Salesmanship* 62:342-3 F '34

ADVERTISEMENTS, Humorous

Ad verse. *il* *Ptr Ink* Mo 29:15 S '34

Advertising as insurance; flexible rubber freezing trays and grids. *Ptr Ink* 167:57+ Je 14 '34

Belden plugs screwless plugs with screwey ads that sell. L. B. Colby. *il* *Sales Management* 34:528 Je 1 '34

Engineers are people, too; National Carbon human-interest advertising. *il* *Ptr Ink* 168:73-4 S 27 '34

Get up to snuff. J. Mangan. *il* *Adv Arts* p13-19 Ja '34

Humor in German campaign. *il* *Ptr Ink* 167:56 Je 28 '34

Humorous postcards create business for radio service men; Hygrade Sylvania corporation. J. M. DeVoe. *il* *Ptd Salesmanship* 64:71+ O '34

Inject humor in street car advertising. *il* *Elec Traction* 30:111 Ap '34

Macy's knee action. *il* *Ptr Ink* 166:55 Ja 18 '34

Mr Fatty was too good. *Ptr Ink* 166:59 F 22 '34

There's method in madness of Mr Fox; why

General Foods uses current bran copy. *il*

Ptr Ink 167:72-3 Ap 12 '34

This up-welling of humor A. H. Little. *il* *Ptr*

Ink Mo 29:36+ N '34

United artists add new twist to movie copy.

A. R. Barkley. *il* *Ptd Salesmanship* 63:32-

3 Mr '34

Valspar's self-stirring can *il* *Ptr Ink* 168:

58 S 27 '34

When to use humor *il* *Ptr Ink* 167:28-9+ My

17 '34

ADVERTISEMENTS, Pictorial

Ad boners. C I Corwin. *Ptr Ink* Mo 29:70 N '34

Cats and elevators, influences that cause copy to start so far away A. H. Little. *Ptr Ink* 167:28-9+ Ap 26 '34

Evolution of the feminine motif in automotive advertising, Cadillac campaign J. Cleary. *il* *Automotive Ind* 70:712-13+ Je 9 '34

Getting the most out of direct mail advertising T. M. Rodlun *il* *Weekly Underw* 130:52-

8 sec 2 My 12 '34

Give the advertising display breathing space. H. M. Andrews *il* *Ptr Ink* 165:45-6+ D 28

'33

How illustrations are being used in house magazines D. Gridley. *il* *Ptr Ink* Mo 28:

16-18 Ap '34

Illustrations in advertising and their use D. J. Murphy. *East Underw* 35:18 N 9 '34

Make 'em tired; a painting that produces yawns suggests a new creative role for advertising P. H. Erbes, jr. *il* *Ptr Ink* 168:

41-4 S 13 '34

1934. E. E. Calkins *il* *Adv Arts* p9-12 Ja '34

Questions for advertisers A. Glim, pseud. *Ptr Ink* 167:88-9 Je 7 '34

Questions for advertisers: What is function of main illustration? Should the artist sign the picture? A. Glim, pseud. *Ptr Ink* 167:72-3

My 17 '34

Selling in the rough L. J. Loh. *il* *Ptr Ink* Mo 29:29+ J1 '34

Speeding up industrial copy with action. W. E. McFee. *il* *Ptr Ink* 166:37+ Mr 8 '34

What a copywriter thinks about art and the artist. W. F. McFee. *il* *Adv & Sell* 23:32+ S 13 '34

Wrong side of the cow. L. Clark. *il* *Ptr Ink* Mo 28:15 F '34

See also

Advertising char-

acters

Advertising cut-outs

Color in advertising

Poster stamps

Posters

Show cards

ADVERTISEMENTS, Pictorial—Continued**Animal pictures**

Animals and Standard Oil. P. H. Erbes, jr.
 il Ptr Ink 168:56-7, 60-1 Ag 2 '34

Cartoons

Ads profit by sly humor of sophisticated cartoonists. il Sales Management 35:65 Jl 15 '34

Amazing facts, salt advertiser takes advantage of public interest in newspaper features il Ptr Ink 167:61 Je 7 '34

Drawings

Desha, young Croatian artist. Adv Arts p12-13 Jl '34

Five distinguished artists illustrate newspaper series for Gallant lady. pls Ptd Salesmanship 62:332 F '34

Plan that cuts catalog costs; line drawing illustrations. R. Eagan. il Ptr Ink Mo 28'23+ My '34

Exhibitions

Annual 13th art directors show. C. T. Coiner. il Ptr Ink Mo 28:18-19+ My '34

Art directors show; thirteenth annual exhibit Ptr Ink 167 53+ Ap 19 '34

Exhibition C. T. Coiner Adv Arts p20 My '34 Medal winners and honorable mentions awarded at the thirteenth annual exhibition of advertising art. il Adv Arts p21-30 My '34

Twelfth annual of advertising art, New York, 1933 \$6 Book service co, 15 E 40th st, New York '33

Maps

Maps for advertising. Adv Arts p17-20 S '34

Paintings

Atelier to advertising artists of modern French schools C. T. Coiner. il Adv Arts p9-10 Mr '34

Photographs

Action photos and slogan sell Le Gant for Warner brothers il Adv & Sell 22 44 Ja 4 '34

Angle-shot photos make printing at a profit. il Inland Ptr 92 41-3 N '33

Art photographs by Owen Smith make him known to his prospects. C. Lindley. il East Underw 35 49 pt 2 S 21 '34

Bagful of photographic tricks-of-the-trade A. Barkley. il Ptd Salesmanship 62 336-9+ F '34

Color photograph by Anton Bruehl for International silk guild. Adv Arts p21 Jl '34

Cotton and Thompson win letter contest; refusing child's photograph as testimonial. Ptd Salesmanship 64:32-4 S '34

Four photos from a Columbia broadcasting system brochure "16 hours a day" designed by H. F. O'Brien. Adv Arts p28a-28d S '34

Human interest photographs as display cards and streamers; Thor washers and ironers G. E. Mitchell. il Ptd Salesmanship 63 66-7 Ap '34

Human interest plus; Pabst-ett il Ptr Ink 167:97 Je 14 '34

Life in the act. S. Campbell il Adv Arts p25-7 Mr '34

Maintain the unit of sale and the volume maintains itself; Household utilities section of Marshall Field and company. E. R. Richer. il Ptd Salesmanship 62:194-5+ N '33

Newspaper photographs H. Glen. il Ptr Ink Mo 29:29+ Ag '34

Novel photographic touch for hosiery advertising. il Ptd Salesmanship 63:142 My '34

Picture of light for everybody; cover for Light, house organ of the Incandescent lamp department of General Electric. C. R. Yeager. il Ptr Ink Mo 28:31+ Ap '34

Pictures suitable for framing make valued advertising pieces; de luxe folders of Associated oil co, San Francisco. R. L. Smith. il Ptd Salesmanship 63:284-5 Ag '34

Pictures tell the story; Chain Belt advertising construction machinery, Pumpcrete. Ptr Ink 167:112-13 Je 21 '34

Posing is passé. S. Campbell. il Ptr Ink Mo 28:24-5 Je '34

Putting new life into the still-lives. il Ptd Salesmanship 62:172-3 N '33

Snap-shots sell. Forbes 34:14 S 15 '34

Still life; advertising photograph for the Benedict mfg. co. Adv Arts p8a S '34

Stockings; photographs by Wendell McRae. Adv Arts p12a-12d Ja '34

Portraits

5,000 individual dealers are featured by Richfield; how photographs were obtained, releases secured, copy prepared and advertising ordered for publication. il Ptr Ink 165:65-6 N 23 '33

Technique

Air brush art. C. T. Coiner. il Ptr Ink Mo 28:23 Ap '34

Art technique for tiny illustrations. H. M. Andrews. il Ptr Ink 165:32-3 N 23 '33

Cavalcade. R. Clarke. il Adv Arts p9-13 S '34 Newspaper photographs. H. Glen. il Ptr Ink Mo 29:29+ Ag '34

Third dimension car cards il Ptr Ink 166:40 Ja 25 '34

ADVERTISEMENTS, Small space

Adlets; dealers build their newspaper advertisements automatically through using this block plan; Foy paint co. W. E. Backus. il Ptr Ink 169:41-3 O 4 '34

Art technique for tiny illustrations. H. M. Andrews. il Ptr Ink 165:32-3 N 23 '33

Essentials in using small space. il Ptr Ink 166:32-4 Ja 11 '34

5,000 individual dealers are featured by Richfield; how photographs were obtained, releases secured, copy prepared and advertising ordered for publication. il Ptr Ink 165:65-6 N 23 '33

Investing \$2,500 a year in advertising. J. W. Dunegan il Burroughs Clearing House 19:14-16+ N '34

One-inch bullets; small-space units pull when certain rules are followed. il Ptr Ink 166:51-3 Mr 1 '34

Small copy does a whopping job in Sanka's soporific program. Sales Management 33:476 N 15 '33

Small space in industrial magazines B. F. Berfield. il Ptr Ink 167 63-6 Ap 12 '34

Small space, rightly used; Illinois power and light corporation il Ptr Ink 166 36 F 1 '34

ADVERTISERS

Getting the baker's dozenth from the agency; by an agency principal. Ptr Ink 165:17-18+ D 28 '33

How advertisers can help censor advertising. P. B. West Ptr Ink 169 17-18+ O 4 '34

Discussion. 169 86+ O 25 '34

Warning to advertisers, a call to action. W. C. D'Arcy. Ptr Ink 167 32-4 My 31 '34

ADVERTISING

Advertisers get new courage at A.N.A. convention; addresses of federal officials give assurance of government co-operation. Ptr Ink 165:25-6+ N 23 '33

Advertising. T. H. Price. Comm & Fin 23:907-8 N 14 '34

Advertising distinction. Ptr Ink 166:90 F 22 '34

Advertising must fight, as well as clean up. G. Hodges Ptr Ink 167 33-4+ Ap 19 '34

Advertising on trial; A.F.A. convention calls witnesses. B. A. Grimes Ptr Ink 167:37+ Je 21, 41-6 Je 28 '34

Advertising saves a city; Remington Arms recovers dangerous stolen explosive. il Ptr Ink 169:24 O 11 '34

Advertising success story Dr. Lyon's. H. A. Weissman il Ptr Ink 167 7+ Ap 26 '34

Advertising's role in this transitional period. J. Rorty. Ptr Ink 166:12-13+ F 15 '34

Are we selling entertainment or merchandise? J. L. McPeak. il Adv & Sell 22:30+ Ja 18 '34

A.N.A. presses its fight on forced circulation Ptr Ink 167:37+ Je 14 '34

Association of national advertisers 24th annual convention, Washington, D.C. Sales Management 33:534+ D 1 '33

Banker sees continuing need of advertising. E. W. Stetson. Ptr Ink 165:41+ N 23 '33

ADVERTISING—Continued

- Better times in 1934, predicts this master salesman. R. H. Grant. *Ptr Ink* 166:48-50+ Ja 18 '34
- Big city complex is drag on retail promotion. D. F. Sullivan. *Ptr Ink* 167:81+ Je 7 '34
- Books that should be written. L. Chalkley, Jr. *Ptr Ink* 165:40 N 30 '33
- Compete with U. S.? Outsell, out-advertise government. *Ptr Ink* 168:17-18 S 13 '34
- Competition: the life of advertising. J. Calhoun. *Il Adv & Sell* 22:15+ Mr 29 '34
- Courageous selling and what it can mean to recovery. E. E. Calkins. *Adv & Sell* 22:16-17+ F 1 '34
- Damns national advertisers and agencies; abstracts. K. Collins. *Adv & Sell* 23:22+ O 11 '34; *Ptr Ink* Mo 29:18+ N '34, Discussion. S. Ellis and others. *Adv & Sell* 24:24+ N 8 '34
- Does advertising pay during a depression? survey of national advertising in relation to dividends. F. E. Fehlman. *Il Adv & Sell* 23:18+ My 24 '34
- Editorials written by leading advertising men. Published in monthly numbers of *Nation's business*
- Fatuous fetishes. T. H. Thompson. *Ptr Ink* 166:13+ Mr 8 '34
- Fight back! A. B. McIntire. *Ptr Ink* 167:64-6 My 31 '34
- Firm believer in advertising is H.R.H. the Prince. *Ptr Ink* 168:12 Jl 12 '34
- Four A's ponder public attitude on advertising. *Sales Management* 34:518-19+ Je 1 '34
- Grand opera, symphonies and cigarettes; can high hat advertising be expected to reach masses? F. Finney. *Ptr Ink* 166:13, 16 Ja 25 '34; Discussion (In defense of Mr. Hill). A. P. Ames. 166:53, 56 F 1 '34, (High hats for low brows). W. D. Murphy and others. 166:61-2+ F 8 '34
- How to make the most out of premiums. *Il Adv & Sell* Mo 28:68-70+ My '34
- How unequal distribution of wealth hampers advertising. J. Calhoun. *Il Adv & Sell* 23:15-17 Jl 5 '34; Discussion. 23:34+ S 13 '34
- In place of price wars, codes offer opportunity for better advertising, research and production methods. *Ptr Ink* 167:64 My 3 '34
- In the movies again; advertising as represented in *Housewife*. *Ptr Ink* 168:60 Ag 30 '34
- Inexperience causes waste. W. S. Lockwood. *Ptr Ink* 168:48 Ag 9 '34
- Let's face the music. *Ptr Ink* 166:104-5 Mr 8 '34
- Like the Chinese fisherman, American business must play fair with the cormorant. K. M. Goode. *Il Adv & Sell* 23:15+ My 24 '34
- Making millions read and buy. W. A. Thomson. 248p \$3 Walter Drey, New York '34
- Mr Roosevelt's challenge; shorter week idea an opportunity for advertisers. *Ptr Ink* 166:7, 10, 12 Mr 15 '34
- Modern advertising makes money! K. M. Goode 203p \$2.75 Harper '34
- More fatuous fetishes. J. M. DeVoe. *Ptr Ink* 166:16 Mr 22 '34
- Our master's voice; advertising. J. Rorty. 394p \$3 Day '34; Review *Ptr Ink* 167:89-90+ My 10 '34; Review. R. S. Durstine. *Adv & Sell* 23:26+ My 10 '34
- Pitfalls of advertising and advertising men. G. W. Allen. *Am Gas Assn Proc* 1933:676-80
- Plain words to plain folks. R. Dickinson. *Ptr Ink* 167:7-8+ My 3 '34
- Points of advertising interest at the Fair. C. Moran. *Il Ptd Salesmanship* 63:236-8 Jl '34
- Praise from the General. H. S. Johnson. *Ptr Ink* 168:63-4 Jl 19 '34
- Says A.N.A. to A.B.C. *Ptr Ink* 169:78 N 1 '34
- Shyster advertising tricks kill good-will. G. Buck. *Ptr Ink* 168:49-50+ Ag 30 '34
- Sir George Crain tilts his lance in defense of fair ivory soap. *Ptd Salesmanship* 63:92 Ap '34
- Threat of monopoly to advertising. W. P. Mangold. *Adv & Sell* 22:19+ F 15 '34
- Threat of monopoly to advertising just doesn't exist. P. Hillery. *Adv & Sell* 22:24-5+ Mr 15 '34
- To advertisers: revert. H. A. Groth. *Ptr Ink* 166:17-18 Mr 29 '34
- Trebled advertising doubles Vick sales during depression. *Sales Management* 33:536 D 1 '33
- Waste in advertising, yes; also definite utility. H. Tipper. *Ptr Ink* 169:74-8 O 18 '34
- What advertising men think of consumers. *Sales Management* 34:442+ My 1 '34
- What Groucho says; the forgotten men and women. *Ptr Ink* 166:12 Mr 1 '34
- What the consumer thinks of advertising—a lowdown. *Il Sales Management* 34:322-5 Ap 10 '34
- What they said at the annual convention of the Advertising federation of America. *Adv & Sell* 23:30 Jl 5 '34; *Sales Management* 35:30 Jl 1 '34
- What's the matter with advertising? G. Buck. 36p Glen Buck co, Chicago '34
- When an advertising agent really gets mad. W. T. Prosser. *Ptr Ink* 168:76+ Ag 2 '34
- Where does advertising begin? J. Dunaway. *Ptr Ink* Mo 28:53 Mr '34
- Who? what? why? where? General electric company advertising. C. H. Lang. *Ptr Ink* 167:110+ Ap 26 '34
- Why advertising will live. B. Barton. *Ptr Ink* 168:21+ Jl 5 '34
- With apologies to Will. R. H. Butz. *Ptr Ink* 168:21+ Ag 23 '34
- See also*
- | | |
|---|------------------------------------|
| Advertisements | Money raising campaigns |
| Advertising agencies | Moving pictures in advertising |
| and other headings in beginning Advertising | Posters |
| Audit bureau of circulations | Premiums (merchandizing) |
| Bank advertising | Printing trade—Advertising service |
| Business | Purchasing—Advertising aids |
| Catalogs | Radio advertising |
| Color in advertising | Safety advertising |
| Community advertising | Sales letters |
| Containers | Show windows |
| Electric signs | Slogans |
| House organs | |
| Merchandizing | |
| also subdivision subjects, e.g. | Advertising under special |
| Automobile industry and trade | Gas industry |
| Book industry and trade | Insurance trusts |
| Chain stores | Mail order business |
| Department stores | Printing trade |
| Gas, Natural | Railroads |
| | Retail trade |
- Accounting**
- Advertising chart, Printers' Ink's black, white and gray list shows proper allocation of budget. *Ptr Ink* 168:69, 71-2 Jl 26 '34
- Advertising is capital investment. A. Wineburgh. *Ptr Ink* 165:36-8 D 21 '33
- Black list those unfair charges on the appropriation. *Ptr Ink* 165:81 D 28 '33
- Budget your advertising for economy and best results; State-planters bank and trust co. Richmond, Va. R. Scorgie Rand McNally Bankers Mo 51:612-13+ O '34
- How to stop those raids; advertising budget should not be a catch-all. *Ptr Ink* 168:85 Jl 5 '34
- Advertising**
- British advertise advertising; newspaper and poster space, donated in off-seasons. A. C. Blake. *Ptr Ink* 168:63-4 Ag 9 '34
- Architects, Appeal to**
- This plan cuts direct-mail waste; special mailings, released when needed; Structural slate company and Natural slate blackboard company. R. Robbins. *Ptr Ink* Mo 28:21-2+ Mr '34
- Boys, Appeal to**
- Babe Ruth, in radio contest, enlists kids for Standard Oil. *Il Sales Management* 34:13 Ja 1 '34
- Babe Ruth to sponsor radio contest. *Ptr Ink* 165:52 D 28 '33

ADVERTISING—Continued

Children, Appeal to

For the young collector; Post's 40% bran flakes. *il* *Ptr Ink* 168:24 Ag 23 '34
 Packages aid appetite; food containers that induce little folk to eat more. *Ptr Ink* 166:36 Mr 29 '34
 Radio's most critical audience, children. B. A. Grimes. *il* *Ptr Ink* Mo 28:23+ Je '34
 This juvenile market. E. E. Grumbine. *il* *Ptr Ink* 168:12, 16-18+ *Jl* 19; 45, 48-50 *Jl* 26; 67-70 Ag 2 '34
 22,000 youngsters, on Tydol map, follow Byrd to South pole. *il* *Sales Management* 35:68+ *Jl* 15 '34

Continuity

150 years an advertiser; D. Landreth seed company. *Ptr Ink* 166:94-5 Mr 22 '34

See also

Advertising appropriations

Contractors, Appeal to

Pictures tell the story; Chain Belt advertises construction machinery. Pumpcrete. *Ptr Ink* 167:112-13 Je 21 '34

Copy

See Advertising copy

Cost

Mechanical costs *Ptr Ink* 167:56 My 3 '34
 What advertising costs the advertiser, Curtis exhibit. *Ptr Ink* 167:21+ My 10 '34

Dealer cooperation

And then dealers advertised, Royal typewriter W. A. Metzger. *Ptr Ink* 169:45, 48-9 N 8 '34
 Asparagus and mayonnaise in sales drive. *il* *Ptr Ink* 167:48 Ap 26 '34
 Dealers supply the cards; Johnson motor company, Waukegan, Ill. *il* *Ptr Ink* Mo 29:64+ S '34
 Encore, success of nationally advertised event prompts Bauer & Black to sponsor a second one. *il* *Ptr Ink* 167:37-8 My 24 '34
 5,000 individual dealers are featured by Richfield; how photographs were obtained, releases secured, copy prepared and advertising ordered for publication. *il* *Ptr Ink* 165:65-6 N 23 '33
 4,000 dealers join in this safety campaign, Three in One helps bicycle and roller skate sales. *Ptr Ink* 169:81-2 O 4 '34
 General Mills-7,500 bakers push "eat bread four times a day." *Sales Management* 35:316 O 1 '34
 How Dennison paints an advertising picture for dealers. *il* *Ptd Salesmanship* 62:341 F '34
 124 department stores back this campaign; Chatham blankets. E. Peterson. *il* *Ptr Ink* 168:69+ Ag 23 '34
 Southern California Edison pays dealers' advertising in cooperative campaign. *il* *Elec West* 73:22 O '34
 Teaching dealers the ABC's of advertising; Blue Flash gasoline. *Ptr Ink* 167:61, 64-5 My 17 '34
 3,000 dealers in sales drive; Armstrong Cork. R. Winslow. *il* *Ptr Ink* 168:29-30 S 20 '34
 What to tell dealers about consumer advertising; S. C. Johnson & son. *il* *Ptr Ink* 168:81-3 Ag 30 '34

Dealer helps

Adlets; dealers build their newspaper advertisements automatically through using this block plan; Foy paint co. W. E. Backus. *il* *Ptr Ink* 169:41-3 O 4 '34
 Beauty hints sell glasses; American optical company. *il* *Ptr Ink* 167:92 Ap 19 '34
 Damns national advertisers and agencies; abstracts. K. Collins. *Adv & Sell* 23:22+ O 11 '34; *Ptr Ink* Mo 29:18+ N '34; *Discussion*. S. Ellis and others. *Adv & Sell* 24:24+ N 8 '34
 Dealer helps that don't. A. H. Little. *Ptr Ink* 168:61-4 Ag 23 '34

Dealer helps that help; Simmons builds them entirely from retail point of view. J. W. Hubbell. *il* *Ptr Ink* 168:25-8 S 27 '34

Dealer key of this plan; Marshall furnace co. adds 100 per cent more distributors by unusual follow-through method. C. S. Stout. *il* *Ptr Ink* 169:59-60+ N 1 '34

Foot-in-the-door campaign; rubber automobile helps De Soto salesmen get face to face with prospects. *il* *Ptr Ink* Mo 29:15+ *Jl* '34

Guaranteed results; Baby bear products corp. of Buffalo. *il* *Ptr Ink* 168:96-7 S 27 '34

Imagination dramatizes the most humdrum of products; Armco ingot iron. W. E. McFee. *il* *Ptd Salesmanship* 62:188-9 N '33

Mail campaign in step with housing act; Barrett roofing works closely with dealers. E. Peterson. *il* *Ptr Ink* 169:72-4+ O 25 '34

Make dealers want displays. A. M. Howe. *il* *Ptr Ink* Mo 29:26-8+ S '34

Nature co-operates with Shuglov campaign; Goodrich overshoes advertising. *il* *Ptr Ink* 165:66+ D 28 '33

Plans for obtaining business under the National housing act. J. L. Scott. *il* *Ptd Salesmanship* 64:14-17 S '34

Weather is selling asset when capitalized this way; Pyrene gives retailers post-storm direct mail on tire chains. *il* *Ptr Ink* 165:55-6 D 7 '33

Why dealers refuse to buy direct-mail material. E. J. Hegarty. *Ptr Ink* 168:53+ S 27 '34

Window display gives long service; copy changes keep it alive by featuring related products. Savogran company C. H. Frankenberg. *il* *Ptr Ink* Mo 29:19-20 N '34

See also

Show cards

Dealers, Appeal to

Broadside brevity. A. M. Howe. *Ptr Ink* 168:29, 33-5 Ag 23 '34

Business paper inserts help dealers harness national advertising, Minnesota Valley canning company. *Sales Management* 33:476 N 15 '33

Converter goes to retailer in style campaign; Allied kid company. R. E. Binger. *il* *Ptr Ink* 168:37+ S 20 '34

Educational program operates on two fronts; Geo. Worthington co. campaign directed at hardware dealers, adapted for purchasing agents G. Worthington, Jr. *il* *Ptr Ink* 165:67-70 D 14 '33

Growth of business-paper advertising idea; American handle company. T. C. Rose. *il* *Ptr Ink* 168:52+ Ag 16 '34

Helps resell radio sets to farmers; National Carbon's campaign directed at unwired homes. H. M. Warren. *il* *Ptr Ink* 167:45, 48-50 Ap 5 '34

Hooks that help sales letters produce. W. T. Laing. *Ptr Ink* 167:57, 60-2 Ap 19 '34

How mail tests found our best approach for a new product; Everseal, for repairing leaky auto radiators J. K. Crippen. *Sales Management* 35:418 O 20 '34

How to sell the small town merchant by mail. G. V. Jones. *Adv & Sell* 23:32+ Ag 16 '34

Keeping dealers sold by direct mail. E. G. Swanson. *Ptr Ink* 169:53+ O 11 '34

Letters fill gaps between salesmen's calls; Chatham manufacturing company T. J. Sheeche. *Ptr Ink* 166:32-4+ Mr 22 '34

Mail campaign in step with housing act; Barrett roofing works closely with dealers. E. Peterson. *il* *Ptr Ink* 169:72-4+ O 25 '34

Mail drive doubles sales; built around a new leader, Satintex, campaign gets dealers behind entire line; F. O. Pierce company. R. E. Donnolly. *il* *Ptr Ink* 169:56, 60 N 15 '34

Manufacturer's service that puts retailers in the spotlight; the Pioneer suspender company. A. D. Luse. *il* *Ptd Salesmanship* 63:73-5+ Ap '34

One way to tell story of hidden parts; Timken-Detroit dramatizes axles; cards and booklet. *il* *Ptr Ink* 167:53-4 Je 7 '34

ADVERTISING—Dealers, Appeal to—Continued

Personalized sales letters increased our profit; Nunn Bush and Weldon shoe company. W. Fanning. System 63:419-20+ S '34
 Prestige and orders; Pioneer suspender company, Philadelphia. Ptr Ink 165:84 N 16 '33
 Sales letters. D. Gridley. Ptr Ink 169:65-6+ O 11 '34
 Selling a new sales policy to the dealer; Holmes & Edwards conduct institutional campaign but the copy is specific. Il Ptr Ink 165:69-70+ N 23 '33
 17 per cent return from a letter, reply card and enclosure; Gallon allsteel body company's mailing to Chevrolet dealers. B. J. Heiser. Il Ptd Salesmanship 63:282-3 Ag '34
 Showing the dealer how; three types of solicitations which bring sales from undeveloped fields for cheesecloth. Il Ptr Ink 167:65-6 Je 7 '34
 Standard Brands gets 1,500 dealers on its weekly special bandwagon. Il Sales Management 34:93-4 F 1 '34
 Swagger styles strike a modern note in apparel merchandising; Pioneer belts. M. M. Dreyfus. Il Ptd Salesmanship 62:180-1+ N '33
 Three letters that pulled when mailed with sample catalog pages; Schollhorn pliers and tool specialties. Ptr Ink 167:65-6 Ap 26 '34

Dentists, Appeal to

Dentists are people, too. Il Ptr Ink 167:93-4 Je 21 '34

Directories

Changes in advertising accounts, agencies, personnel, etc. Published in bi-weekly numbers of Advertising and selling
 Standard advertising register 1006p National register pub. co, 853 Broadway, New York '33

Discontinuance

See Advertising—Continuity

Drama

Advertising convention on Broadway; new play shows men on the loose. E. Peterson
 Ptr Ink 168:61-2 S 6 '34

Economic aspects

Advertising helped farmers to win stable markets; California prune industry. N. W. Mogge. Ptr Ink 166:6+ Ja 4 '34
 Advertising is capital investment. A. Wineburgh. Ptr Ink 165:36-8 D 21 '33
 Advertising is sound economics. H. Martyn. Ptr Ink 165:61-2, 64-5 D 28 '33
 Advertising under fire. H. K. McCann. Ptr Ink 166:17-18 F 1 '34
 Argument for emotion in selling goods. G. Hodges. Ptr Ink 168:60-2 Jl 5 '34
 Brand names, quality, and price. C. Wilcox. Ann Am Acad 173:80-5 My '34
 Groucho says: No death knell of advertising. Ptr Ink 167:24 Ap 19 '34
 Let's raise the cost of distribution! A. Hirose. Il Adv & Sell 22:17+ Mr 29 '34
 Open letter to Ben Lichtenberg. J. Rorty. Adv & Sell 22:20-1+ Mr 29 '34; Reply. B. Lichtenberg. 22:22+ Ap 12 '34
 Over the coffee. J. O. Lashar. Ptr Ink 168:17-18+ S 20 '34
 Present-day advertising—the consumer's viewpoint. C. E. Warne. Ann Am Acad 173:70-9 My '34
 P & G's employment plan is Procter's memorial; views on advertising. Ptr Ink 167:78+ My 10 '34
 Some advertising facts for government skeptics. B. Lichtenberg. Ptr Ink 166:81-2+ F 22 '34
 Tugwell's mischievous ideas about advertising. W. S. Groom. Ptr Ink 166:32-4+ Mr 1 '34
 What advertising costs the advertiser; Curtis exhibit. Ptr Ink 167:21+ My 10 '34
 What economists say about advertising. Ptr Ink 167:33-4+ Je 7 '34
 Whither advertising? A. B. McIntire. Comm & Fin 23:153-4 F 14 '34
 Why freedom of advertising means free press. A. D. Lasker. Ptr Ink 168:17-20 S 27 '34

Employees, Appeal to

Employee market; General foods corporation. Il Ptr Ink 168:102 Ag 16 '34

Engineers, Appeal to

Engineers are people, too; National Carbon human-interest advertising. Il Ptr Ink 168:73-4 S 27 '34
 How to talk to engineers. Ptr Ink 169:28 O 11 '34

Failures

Fourteen reasons why advertising sometimes fails. R. D. Mansfield. Ptr Ink 165:17-18+ N 23 '33
 When advertising flops. R. W. Palmer. Ptr Ink 169:7+ O 11 '34

Family of products

Campbell introduces new soups with national advertising. Il Ptr Ink 166:18 Ja 18 '34
 Copy problems; du Pont finishes. Il Ptr Ink Mo 29:37 Ag '34
 How a new cosmetic family was introduced; Hudnut's venture with popular-priced line. D. K. Healy. Ptr Ink 167:72-3 Je 14 '34
 Mail drive doubles sales; built around a new leader, Satintex, campaign gets dealers behind entire line; F. O. Pierce company. R. E. Donnoly. Il Ptr Ink 169 56, 60 N 15 '34
 These letters sell one out of six; highest priced item in line featured first; Scott grass seeds C. B. Mills. Ptr Ink Mo 28. 27+ Ap '34

Farmers, Appeal to

Farm copy for the new deal. H. C. Briney. Il Ptd Salesmanship 62:325-8+ F '34
 Horse talk; association advertises contest to stimulate interest in horses and mules as farm power. Il Ptr Ink 167 100+ Ap 19 '34
 Making Main street "want it" M. Dana '34
 Adv & Sell 22:19+ Mr 15 '34
 Satisfied customers speak out in meeting. Letz manufacturing co machinery for grinding roughage into feed. Ptr Ink 166. 57-8 Mr 29 '34
 To market, to market—; Swift tells the farmer how. Il Adv & Sell 22:33 D 7 '33
 Wrong side of the cow L. Clark. Il Ptr Ink Mo 28:15 F '34

Hotel market, Appeal to

Copy problems; Cannon Mills towels; advertising campaign, directed at the hotel trade. Il Ptr Ink Mo 29:31 S '34

Housing act tie-in

Advertising on Housing act gets under way; newspapers, manufacturers, retailers, banks tie in. Il Ptr Ink 168:64-6+ S 6 '34
 Banks and housing; newspaper advertising to induce home owners to renovize. Il Ptr Ink 168:81-2+ S 27 '34
 Chains back housing drive. Il Ptr Ink 169:52 N 8 '34
 Housing drive shows gains; lineage, both national and local, increases. Ptr Ink 169: 69, 72-3 O 4 '34
 Mail campaign in step with housing act; Barrett roofing works closely with dealers E. Peterson. Il Ptr Ink 169:72-4+ O 25 '34
 Moffett meets agents; progress in housing plan is told. Ptr Ink 168:12 S 13 '34
 Plans for obtaining business under the National housing act. J. L. Scott. Il Ptd Salesmanship 64:14-17 S '34
 Sales urge in housing copy. Il Ptr Ink 169:65-6+ O 18 '34
 When U.S. backs advertising. Ptr Ink 169: 116+ N 15 '34

Industries, Appeal to

Copy problems; American Cyanamid. Il Ptr Ink Mo 29:28 O '34
 Direct-mail increased our business 40 per cent in 1933 and 80 per cent in 1934; Stoddy company. D. E. Staley. Il Ptd Salesmanship 64: 82-4 O '34
 Educational program operates on two fronts; Geo. Worthington co. campaign directed at hardware dealers, adapted for purchasing agents. G. Worthington, jr. Il Ptr Ink 165: 67-70 D 14 '33

ADVERTISING—Industries, Appeal to—Cont.

Follow-up letter brings 18 per cent return after four previous letters fail; Allen soldering supplies. G. E. Mitchell. *Il Ptd Salesmanship* 63:281 Ag '34

How a British valve manufacturer overcame 12 years of depression; J. Blakeborough and sons Ltd. W. B. Downey. *Il Ptd Salesmanship* 62:346-7+ F '34

Industrial copy; whether it should be long or short depends on desired objective. *Ptr Ink* 166:68 Mr 29 '34

Industrial selling; three specific methods. J. A. Murphy. *Ptr Ink* 168:65+ J1 5 '34

Letter campaign basis of this industrial promotion; Westinghouse motors. P. Ruprecht. *Il Ptr Ink Mo* 29:26-8 O '34

New fields for industrial advertising E. G. Grace. *Ptr Ink* 166:20-1 F 1 '34

New product—and not much money to spend: any chance? *Il Sales Management* 33:535 D 1 '33

News copy in business papers; American Bemberg. *Il Ptr Ink* 166:88+ Ja 25 '34

Personal touch doubles sales letter results; Rockbestos products corporation uses photograph of sender. K. A. Redfield. *Ptr Ink* 165:12-13 N 16 '33

Product use, basis of this industrial advertising. *Il Ptr Ink* 168:75-6 Ag 16 '34

60 salesmen delivered 6,000 catalogs in 45 days; Fisher governor company. K. R. D. Wolfe. *Il Ptd Salesmanship* 62:344-5+ F '34

Speeding up industrial copy with action. W. E. McFee. *Il Ptr Ink* 166:37+ Mr 8 '34

Inquiries

How to handle consumer inquiries. Armstrong cork company *Ptr Ink Mo* 28:20-1+ F '34

Inquiry costs *Ptr Ink* 167:77-80 Je 28 '34

Magazine inquiries. *Ptr Ink* 166:67 Mr 8 '34

90-year-old advertisement pulls. K. L. Kirk. *Ptr Ink* 165:45 N 16 '33

No marked falling off in coupon inquiries. *Ptr Ink* 165:60 N 30 '33

What advertisers are doing with inquiries from consumers. R. W. Palmer *Ptr Ink* 166:55-7+ Ja 4 '34

See also

Follow-up systems

Jobber cooperation

Three letters that pulled 48% returns; Master tire and rubber corp. F. C. Millhoff. *Ptr Ink* 169:65-7 N 1 '34

Jobbers, Appeal to

Biggest kidnap scheme they ever was; automatic washer uses ingenious theme in successful new dealer campaign. *Il Ptr Ink* 165:13+ D 28 '33

Dealer key of this plan; Marshall furnace co. adds 100 per cent more distributors by unusual follow-through method. C. S. Stout. *Il Ptr Ink* 169:59-60+ N 1 '34

Ten-year campaign to win the jobber; Benedict mfg. co. silver-plated soda-fountain equipment. L. E. Barnes. *Ptr Ink Mo* 27:15+ D '33

Why jobbers listened—and bought—when we introduced Pyro 200; U.S. industrial alcohol company. L. S. Gillette. *Il Sales Management* 33:494+ N 15 '33

Laws and regulations

Almost forgotten buyers; how the government can help them and how the reformers can't. T. S. Harding. *Ptr Ink* 167:25-6+ My 10 '34

A.N.P.A. asks Copeland bill revisions. *Ptr Ink* 167:77, 80-1 My 3 '34

Asks ban on "inaccurately." *Ptr Ink* 168:68 Ag 30 '34

A.N.A. calls for fight on Copeland bill. *Ptr Ink* 166:21, 24-6 F 22 '34

Branded beer meets an obstacle; by an agency vice-president. *Ptr Ink* 166:73-4 Ja 25 '34

Call for Mr. Rorty; reply to a *Nation* contributor. R. Dickinson. *Ptr Ink* 166:29, 32-4 Ja 18 '34

Censorship of the air. *Ptr Ink* 168:12, 16 Ag 2 '34

Food and drug bill revision sure. G. A. Nichols. *Ptr Ink* 165:64+ N 23 '33

For advertising's sake; newspaper publishers' attack upon pure food and drugs bill. R. H. Waldo. *Adv & Sell* 23:19+ My 10 '34

German advertisers toe the mark under government decree. *Sales Management* 34:343 Ap 10 '34

German advertising law ends evil practices. E. H. Douglas. *Il Adv & Sell* 22:16-17+ D 21 '33

German side of Herr Hitler's advertising law. E. H. Douglas. *Ptr Ink* 165:62-3 D 21 '33

Germany's new advertising law. J. C. Silber. *Ptr Ink* 166:88-90 Ja 18 '34

Herr Goebbels issues his rules governing advertising. *Ptr Ink* 165:37+ N 30 '33

How Germany controls advertising. A. Glim, pseud. *Ptr Ink* 167:93, 96-8, 100-3+ Ap 19-26 '34

How Tugwell bill should define false advertising. D. F. Cavers. *Ptr Ink* 165:68-9+ D 21 '33

Instalment terms must be specific; NRA's quiet revolution in advertising methods. C. M. Wright. *Ptr Ink* 167:12+ My 10 '34

Kingfish cheers; Louisiana Long bill. *Ptr Ink* 168:72 Ag 16 '34

Liquor advertising in dry states. *Ptr Ink* 165:85+ N 16 '33

NRA codes won't harm the decent advertiser; application of cost principle will be reasonable. C. M. Wright. *Ptr Ink* 167:21+ My 24 '34

Nine objections to the Tugwell bill—with their answers. *Adv & Sell* 22:13-15+ N 23 '33

No government bureau shall censor advertising. E. E. Calkins. *Ptr Ink Mo* 27:27-8+ D '33

Post office lists dry states. *Ptr Ink* 165:16 D 7 '33

P. O. order 4755 and its effect on dealer's advertising. *Ptr Ink* 166:81+ F 8 '34

Professor Cavers gives battle. *Ptr Ink* 166:21+; Reply. R. Dickinson. 24-6 Ja 4 '34

Publishers crimp Huey. *Ptr Ink* 168:92 S 27 '34

Publishers prepare to fight Long's tax law. *Ptr Ink* 168:29-30 J1 26 '34

Radio censorship July 1. *Ptr Ink* 167:17-18 My 24 '34

Says Bureau of standards: Help yourself; use of material published in reports. *Ptr Ink* 167:86 Je 7 '34

Statement of policy in regard to Copeland bill and Lynd plan. *Adv & Sell* 22:13-14 F 1 '34

Swiss regulations as to spurious vitamins. Soc Chem Ind J (Chem & Ind) 53:53-6 Ja 19 '34; Abstract J Fr Inst 217:400-1 Mr '34

Tugwell bill. *Adv & Sell* 22:18+ D 7 '33

What kind of regulation does advertising need? E. E. Calkins. *Adv & Sell* 22:15-16+ D 7 '33; Discussion (What kind of regulation would the Tugwell bill provide?). A. Heald. 22:14 D 21 '33

Where and how liquor may be advertised. *Ptr Ink* 168:53-4, 59-60 S 6; 69, 72-3+ S 13 '34

Why honest food companies oppose Tugwell bill. L. V. Burton. *Ptr Ink* 165:40-1 N 16 '33

See also

Advertising. Fraudulent

Localization

Custom-built local advertising helps Ford double sales. L. M. Hughes. *Il Sales Management* 35:298-9+ O 1 '34

5,000 individual dealers are featured by Richfield; how photographs were obtained, releases secured, copy prepared and advertising ordered for publication. *Il Ptr Ink* 165:65-6 N 23 '33

Localizing the campaign; Continental oil company. W. I. Nunn. *Il Ptr Ink* 169:41+ N 8 '34

Pepperell's home-town campaign. *Il Ptr Ink* 167:81-2 Ap 12 '34

ADVERTISING—Continued

Men, Appeal to

Men like swank in advertising; store for men, Marshall Field & company. E. R. Richer. *Il Ptr Ink Mo* 29:24-5 O '34
Notes and trends of gas advertising today; suggestion that gas companies advertise to men. *Il Am Gas J* 140:15-17 F '34
Who buys what? P. Arnold. *Adv & Sell* 23:27-8+ *Jl* 19 '34

Physicians, Appeal to

Advertising to doctors. *Il Ptr Ink* 166:38-40 F 15 '34
Cards for physicians. Oil Paint & Drug Rep 125:32A. *Ap* 30 '34
Doctors are people even as you and I. W. J. Weir. *Ptr Ink* 167:61-2 *My* 10 '34

Prize contests

Advertising contests as seen from the inside. E. M. Rushmore. *Ptr Ink* 165 6+ D 28 '33
Agfa's Hollywood contest. *Ptr Ink* 167:36 *My* 3 '34
Babe Ruth, in radio contest, enlists kids for Standard Oil. *Il Sales Management* 34:13 *Ja* 1 '34
Babe Ruth to sponsor radio contest. *Ptr Ink* 165 52 D 28 '33
Banana show card contest. *Ptr Ink Mo* 28:47 *Je* '34
Beauty soap addicts compete for annuity; annuity issued by Union Central Life offered as prize in contest sponsored by Procter and Gamble company. *Weekly Underw* 131:122 *Jl* 21 '34
Benedictine debate; four winners declared in oldest product contest. *Il Adv & Sell* 23:56+ *Jl* 19 '34
Broadcast aimed at small boys brings business; Pocahontas oil corp. *Nat Pet N* 26 30 *Ja* 17 '34
Contest based on premiums. *Ptr Ink* 166:74 F 1 '34
Free offers continue to hold strong appeal. *Adv & Sell* 23:27, 40 O 11 '34
Grocers' names. *Ptr Ink* 167 82 *Ap* 12 '34
Horse talk; association advertises contest to stimulate interest in horses and mules as farm power. *Il Ptr Ink* 167:100+ *Ap* 19 '34
How Bemberg enlists the support of distribution's forgotten man, the retail salesman. *Il Adv & Sell* 22:20 *Mr* 15 '34
More apologies to Will; a facsimile factory. R. H. Butz. *Ptr Ink* 168:104-5 S 13 '34
More glass for homes. *Ptr Ink* 167:84 *Je* 28 '34
Movie star recipe books help sell 500 ranges. *Il Gas Age* 74:208+ S 8 '34
Oats and bicycles. *Ptr Ink* 168:18 S 6 '34
Puzzles, premiums, and prizes. *Il Adv & Sell* 23:42 *Ag* 16 '34
Sears Roebuck's cover contest draws two miles of art work. *Il Adv & Sell* 23:34 *Jl* 6 '34
Soap sculpture. *Il Ptr Ink* 166:74+ *Mr* 22 '34
Speaking of salt; Myles company finds way to advertise it. *Il Ptr Ink* 168:88-9 *Jl* 12 '34
3,000 dealers in sales drive; Armstrong Cork. R. Winslow. *Il Ptr Ink* 168:29-30 S 20 '34
Three-way contest; Pro-phy-lac-tic brush company. *Il Ptr Ink* 168:20 S 6 '34
Win a dollar campaign pulls a million suggestions for Seminole. *Sales Management* 35:194 S 1 '34
Word contests as seen by the judge. R. W. Anderson. *Ptr Ink Mo* 28:40+ *Mr* '34

Psychology

Consumer is not king. C. Bennett. *Ptr Ink Mo* 28:18+ F '34
Consumers articulate; mass reaction to advertising endangers high and low standards alike. C. B. Larrabee. *Ptr Ink Mo* 29:21, 51 O '34
Consumers create own desires. F. A. Taylor. *Ptr Ink Mo* 28:53-4 *Je* '34
Eye vs. the ear. K. R. Dyke. *Adv & Sell* 22:20+ F 15 '34; Discussion (Bushels and gallons). C. S. Hester. 22:28+ *Mr* 15 '34; Discussion (Maybe it's copper and brass)? V. M. Ratner. 22:22+ *Mr* 29 '34

Gaping millions at Chicago fair give advertisers lessons in mass merchandising strategy. J. P. Van Zandt and L. R. Walter. *Il Sales Management* 34:296+ *Ap* 1 '34

How to prepare questions for consumer research; intelligence tests are in disrepute among psychologists. H. C. Link. *Ptr Ink* 166:37+ *Ja* 11 '34
Make 'em tired; a painting that produces yawns suggests a new creative role for advertising. P. H. Erbes, jr. *Il Ptr Ink* 168:41-4 S 13 '34
Psychology of financial merchandising. L. D. Meredith. *Bankers M* 128 169-83 F '34
Public is fickle in fixing brand preference; even NRA rises and falls on popular opinion. H. C. Link. *Ptr Ink* 166 41+ F 15 '34
Rise and fall of brands, a study of psychology and dynamic research. H. C. Link. *Ptr Ink* 167:48+ *Je* 21 '34
Some folks don't like advertising. E. H. Gardner. *Il Ptr Ink Mo* 28 13-14+ F '34
13,821 tests prove the basic theme most important factor in advertising. H. C. Link. *Adv & Sell* 22 30+ *Ap* 26 '34
This dangerous business of kidding the public. K. Groesbeck. *Ptr Ink* 165:6+ N 16 '33
Who's fourteen years old? the case of the psychologists versus Kenneth Groesbeck et al. G. L. Miller. *Ptr Ink* 165 21, 24-6 D 21 '33

See also

Advertising research

Rates

A.N.A. rate study. B. A. Grimes. *Ptr Ink* 168:50+ *Jl* 12 '34
A.N.A. report attacks rates; publishers say it is unfair. *Sales Management* 35 70+ *Jl* 15 '34
A.N.A. studies combinations. *Ptr Ink* 168:49-50 *Ag* 16 '34
Inland charts action on local rate dilemma. *Ptr Ink* 169 112 O 25 '34
Rates fail to follow price decline. A.N.A. study shows. *Adv & Sell* 23 33-5 *Jl* 19 '34
Why—and how—newspapers must maintain rate differential. J. F. Fitzgerald. *Adv & Sell* 23:34+ O 25 '34

Returns

Conquest of a tough market. Van Camp's tuna sales jumped with advertising. A. M. Howe. *Il Ptr Ink* 167:81+ *Ap* 19 '34
Waiting for the cumulative effect—is it an advertising alibi? V. O. Schwab. *Il Adv & Sell* 24:19-21 N 8 '34

See also

Advertising—Inquiries

Advertising, Mail—Returns

Schools, Appeal to

Education and the consumer. D. H. Palmer and F. J. Schlink. *Ann Am Acad* 173:188-97 *My* '34
Scrappy goes to school; animated cartoon star gets acquainted with children through course in drawing. *Il Ptr Ink* 167:54+ *My* 31 '34

Statistics

Advertising. Published in monthly numbers of Survey of current business
National advertising trend; monthly lineage. Published in Advertising & selling
Newspaper advertising, 1933. *Ptr Ink* 167:76 *My* 31 '34
Newspaper publishing; circulation and advertising during the depression. *Index* 14:205-10 O '34
Record of January magazine advertising, 1932-1934. *Ptr Ink* 166:94, 96 *Ja* 11 '34 [cont. monthly]
300 largest advertisers in newspapers for 1933. *Ptr Ink* 166:79-85 *Mr* 1 '34
Trade commission makes estimate of advertising volume. *Ptr Ink* 166:52+ *Ja* 4 '34
What is liquor's contribution to newspaper advertising gains? *Sales Management* 35:420 O 20 '34

See also

Advertising, National—Statistics

Advertising appro- priations

ADVERTISING—Continued**Stockholders, Appeal to**

How to sell to stockholders A. M. Howe. il Ptr Ink 168-61-2+ S 20 '34
25,000,000 silent partners; neglected stockholders. J. F. Gowen. Ptr Ink 166.13, 16-18+ F 22 '34

Study and teaching

Advertising in colleges. L. Dreyfuss. Ptr Ink 167-29 Ap 12 '34

Testing

See Advertisements—Testing; Advertising, Mail—Testing

Waste

Waste in advertising, yes; also definite utility H. Tipper Ptr Ink 169 74-8 O 18 '34

Women, Appeal to

Beauty hints sell glasses; American optical company il Ptr Ink 167 92 Ap 19 '34
Dumb housewives il Food Ind 6 256-7 Je '34
Evolution of the feminine motif in automotive advertising; Cadillac campaign J. Cleary il Automotive Ind 70 712-13+ Je 9 '34
How women can be won to belief in advertising. A. S. Richardson. Ptr Ink 167:7+ Je 21 '34
To sell life's essentials, tell women facts. M. Y. Taylor. Ptr Ink 168-65-6+ Jl 19 '34
What makes women buy? H. G. Rees. Adv & Sell 23 28+ S 13 '34
Why some women distrust all advertising; not sufficiently informative A. Edwards Ptr Ink 167 44-6 My 31 '34
Women buyers, after all, are receptive C. Frederick Ptr Ink 167 25-6+ My 24 '34
Yes, women will respond to brand advertising; S V M hosiery campaign M. Higley. il Ptr Ink 168 25-6+ S 6 '34

Young people, Appeal to

Tough times, young man, but listen here! J. M. Mathes. Ptr Ink 165-17-18+ N 16 '33

Germany

German advertisers toe the mark under government decree Sales Management 34 343 Ap 10 '34
German advertising law ends evil practices E. H. Douglas il Adv & Sell 22:16-17+ D 21 '33
German side of Herr Hitler's advertising law. E. H. Douglas Ptr Ink 165 62-3 D 21 '33
German travel advertising A. Glim, pseud. il Ptr Ink Mo 28:16-17+ Je '34
Germany's new advertising law. J. C. Silber. Ptr Ink 166-88-90 Ja 18 '34
Herr Goebbels issues his rules governing advertising. Ptr Ink 165:37+ N 30 '33
How Germany controls advertising. A. Glim, pseud. Ptr Ink 167-93, 96-8, 100-2+ Ap 19-26 '34

Great Britain

British advertise advertising; newspaper and poster space, donated in off-seasons. A. C. Blake Ptr Ink 168 63-4 Ag 9 '34
British cleanliness; their newspaper advertising is marked by a liberal use of white space and short copy. il Ptr Ink Mo 29:17 Jl '34
Business, British style. C. B. Larrabee. Ptr Ink 167:65-7 Je 28 '34
Comparing American and British reading habits. H. H. Field. Adv & Sell 22:24+ N 23 '33
What can we learn from British advertising. H. H. Field. il Adv & Sell 22:21+ D 7 '33
What chance has an American campaign in Britain? H. H. Field. il Adv & Sell 22:23+ D 21 '33

Russia

How to advertise in the Soviet Republics. H. L. Stephen. il Ptr Ink 166:13, 16-17 Ja 4 '34
Inreklama; Soviets open office in New York for foreign advertising. Business Week p26-7 D 9 '33

Land without trade-marks. R. S. Durstine. Ptr Ink 167-69-70 My 24 '34
Nation without trade-marks R. S. Durstine. il Nation's Business 22:39-40+ Ap '34

ADVERTISING, Association

Advertising must be real background of farm control; California fruit growers. N. W. Mogge il Ptr Ink Mo 29:13-14+ S '34
Cooperative advertising—the trend of tomorrow I. A. Vladimir il Adv & Sell 22:24-6+ Ap 26 '34

Education is purpose of new canned foods campaign; canners' co-operative advertising. il Ptr Ink 166 43-4 Ja 18 '34

Insurance companies cooperate to tell public about stability il Sales Management 34 239 Mr 15 '34

Lumber groups push housing; create advertising service for 23,000 dealers and co-operate with local newspapers. C. Davidson. Ptr Ink 169 76-7 N 1 '34

Nation-wide silk parade starts battle for business; International silk guild. Sales Management 35 107 Ag 1 '34

Sunkist jumps orange consumption 5 pounds per capita in 5 years. W. B. Geissinger. il Sales Management 34 50-1 Ja 15 '34

Why joint campaigns fail Ptr Ink 169-86, 89-90 O 18 '34

Finance

Method of paying for institutional advertising. H. V. Wade map East Underw 35-8+ My 11 '34

ADVERTISING, Cooperative

Advertising helped farmers to win stable markets, California prune industry. N. W. Mogge Ptr Ink 166-6+ Ja 4 '34

Asparagus and mayonnaise in sales drive. il Ptr Ink 167 48 Ap 26 '34

Co-op advertising, western farmer style. N. W. Mogge Ptr Ink 167 33-4+ Ap 12 '34

Co-operative bank advertising L. D. Meredith Bankers M 127 355-61, 506-10; 128 641-57 O-N '33, Je '34
\$500,000 milk advertising Ptr Ink 167:32 Je 7 '34

Florida citrus industry calls on Uncle Sam and advertising for help. Sales Management 35 258 S 15 '34

Hawaiian growers unite to promote pineapples in big summer energy drive Sales Management 34 592 Je 15 '34

Helpful competitors; Cincinnati electric club. il Ptr Ink 168 32 Ag 2 '34

How Aetna sells its products by helping automobile dealers sell theirs S. F. Withe. il Ptd Salesmanship 63:239-42 Jl '34

How Pittsburgh sold over 15,000 radiantfires in four weeks H. W. Springborn il Gas Age 72 471-4 N 18 '33

Life insurance plans real advertising story. C. N. Smith il Ptr Ink 166-64-5+ Mr 15 '34

Related selling—practical and profitable. C. B. Larrabee il Ptr Ink 168 49, 52-5 Jl 19 '34

73 newspapers sponsor cooking schools in meat promotion. il Sales Management 35: 192+ S 1 '34

Stepping up consumption by group action; how food specialties become staples. Ptr Ink 168-65-6 Ag 9 '34

Utilities' joint campaign; gas companies in five states co-operate. il Ptr Ink 169:94-6 N 8 '34

See also
Advertising, Association

ADVERTISING, Direct

60 salesmen delivered 6,000 catalogs in 45 days; Fisher governor company K. R. D. Wolfe. il Ptd Salesmanship 62:344-5+ F '34

See also

Blotters
Catalogs
Package inserts

ADVERTISING, Direct mail. See Advertising, Mail

ADVERTISING, Educational

Advertising asking world peace gains momentum. Ptr Ink 166:68 F 1 '34

ADVERTISING, Educational—Continued

Advertising decries loss-leader practices; Minneapolis voluntary chain operator confesses guilt. *Ptr Ink* 166 56 Ja 18 '34

Advertising success story: Dr. Lyon's. H. A. Weissman. *il Ptr Ink* 167:7+ Ap 26 '34

Advertising under the Housing act. *il Ptr Ink* Mo 29:15+ Ag '34

Campaign tells benefit of plumbing license. *Dom Eng* 143:43-4 Ap '34

Cunard fighting exchange rate fallacy; Alice in Wonderland copy ridicules travel cost idea. *il Ptr Ink* 167:25-6 Ap 19 '34

Education is purpose of new canned foods campaign, cannery's co-operative advertising. *il Ptr Ink* 166:43-4 Ja 18 '34

Emergency advertising. *Ptr Ink* 167:41+ Ap 12 '34

Farmers speak up; use advertising to build a true picture of themselves. *il Ptr Ink* 168:13+ S 20 '34

4,000 dealers join in this safety campaign; Three in One helps bicycle and roller skate sales. *Ptr Ink* 169:81-2 O 4 '34

Gold, commodity or baloney, dollars now buy more. *Ptr Ink* 165:16 N 30 '33

Growth of business-paper advertising idea; American handle company. T. C. Rose. *il Ptr Ink* 168:52+ Ag 16 '34

Health advertisements pay; Metropolitan results. J. L. Madden. *East Underw* 35:9 Je 22 '34

How one company increases its business by helping dentists increase theirs; Ritter dental mfg. co. uses direct-mail. A. R. Barkley. *il Ptd Salesmanship* 64 20-3 S '34

Industry changes its sales strategy, new campaign of education for lighting industry. B. A. Grimes. *il Ptr Ink* Mo 28 25+ Mr '34

Instead of lobbies; sugar advertising. *Ptr Ink* 166 40 F 22 '34

Local interests take space to offset Goodwin. *Ptr Ink* 166 88-9 F 22 '34

Low-pressure advertising. Household finance corporation. B. E. Henderson *Ptr Ink* 169. 85+ N 15 '34

Make mine short; Seagram's whiskey advertising. *il Ptr Ink* 169 26 O 18 '34

National campaign for the architect. *il Am Arch* 144:71-2 Jl '34

New campaign to sell bread financed by General Mills for bakers' benefit. *il Ptr Ink* 166:61-2 Mr 15 '34

Reasons for life insurance advertising W. Buchen *Ptr Ink* 168:97-8 Ag 16 '34

Seattle business fights strike. *il Ptr Ink* 168:12 Jl 5 '34

Strike issues make copy. *Ptr Ink* 168 93-4 Ag 16 '34

Whispering campaigns, three ways in which advertising may be used to checkmate the calamity crooner. *Ptr Ink* 167 24-5 Ap 5 '34

Why the job of educating customers is a perpetual one. L. F. Gordon. *il Rand McNally Bankers* Mo 51:526-7 S '34

See also

Advertising, Association	Buy now campaigns
Advertising, Institutional	Government advertising

ADVERTISING, Foreign

Advertising for foreign trade vital. D. C. Townley. *Ptr Ink* 166 69+ Mr 29 '34

Advertising in your export market. H. C. Chetwood-Aiken. *il Adv & Sell* 22:26, 40+ Mr 1 '34

Devalued dollar pushes up industrial exports. F. J. Meystre, jr. *il Ptr Ink* 167:74, 76-8 My 17 '34

How to advertise in the Soviet Republics. H. L. Stephen. *il Ptr Ink* 166:13, 16-17 Ja 4 '34

Inreklama: Soviets open office in New York for foreign advertising. *Business Week* p26-7 D 9 '33

What chance has an American campaign in Britain? H. H. Field. *il Adv & Sell* 22:23+ D 21 '33

ADVERTISING, Fraudulent

Bayer aspirin claims restricted by F.T.C. Oil Paint & Drug Rep 126:23 S 24 '34

Bayer co. charged with misrepresenting aspirin. Oil Paint & Drug Rep 125:43 Je 18 '34

Campaigns strike at advertising rackets.

Forbes 33:14 Mr 1 '34

Medicine vendors will cease false practices.

Oil Paint & Drug Rep 125:43 Je 11 '34

Mixer ordered to cease claiming to cure cancer. Oil Paint & Drug Rep 126:32 S 24 '34

Officers indicted for misuse of U. S. mails;

Interstate life association. *Weekly Underw*

131:253 Ag 11 '34

See also

Advertising—Laws

and regulations

Advertising ethics

ADVERTISING, Government. *See* Government

advertising

ADVERTISING, Indirect

Advertising as insurance; flexible rubber

freezing trays and grids. *Ptr Ink* 167:57+

Je 14 '34

Aetna sponsors auto show. *Ptr Ink* 167.91

Ap 5 '34

Aiding insulation firms helps gas companies;

window display advertised the insulation

service of local firm. *il Gas Age* 73:514 My

26 '34

How Aetna sells its products by helping

automobile dealers sell theirs. S. F. Withe.

il Ptd Salesmanship 63:239-42 Jl '34

Selling real estate confidence, trust company

advertising program. *il Ptr Ink* 165:76-7+

N 16 '33

See also

Advertising, Educational

ADVERTISING, Institutional

Borden good-will campaign. *il Ptr Ink* 168.48

S 13 '34

Directors write to salesmen; mail campaign

of General American life insurance company,

St Louis. *Ptr Ink* Mo 28 50 Je '34

Educational program operates on two fronts;

Geo. Worthington co. campaign directed at

hardware dealers adapted for purchasing

agents G. Worthington, jr. *il Ptr Ink* 165

67-70 D 14 '33

Fight back! A. B. McIntire. *Ptr Ink* 167.64-6

My 31 '34

Fights self-medication, new Squibb insti-

tutional campaign. T. Welcker. *Ptr Ink*

169:12+ O 11 '34

First serve, then sell, Canadian Industries

Limited, Montreal. *il Ptr Ink* 167 89-90 Ap 5

'34

How to make goodwill advertising pay. H.

F. Merrill. *Forbes* 32 13-14 D 1 '33

It's all alike, costs same; chlorine can be ad-

vertised successfully. *Ptr Ink* 168:100+ S 13

'34

Whole industry is helped by one company's

advertising. Provident Mutual's institutional

campaign. *il Ptr Ink* 165 61-2 D 14 '33

ADVERTISING, Legal. *See* Legal advertising**ADVERTISING, Mail**

Advertising works overtime via reprints. L.

H. Brendel. *Ptr Ink* 168:65+ Jl 26 '34

Are most surveys raw empiricism? Gallup

direct-mail survey. J. Mangano. *Ptd Sales-*

manship 63 30-1 Mr '34

Ask your creditors to buy; printed slips to

go with first-of-the-month checks. A. Glim,

pseud. *Ptr Ink* 169 48 N 1 '34

Continuous efforts bring results in jobber's

direct mail campaign. E. L. Barringer.

il Nat Pet N 26:33-4 Je 6 '34

Direct advertising and the printer. A. H.

Highton. *7lp Graphic arts pub. co.*, Chi-

cago '33

Direct mail is featured as a supporting me-

dium. B. E. Grimes. *Ptr Ink* 169:59-61+ O 18

'34

Disappearing copy; invisible ink supplies at-

tention hook for Frigidaire Christmas mail-

ing piece. *Ptr Ink* 165:46 N 23 '33

Following up customers and prospects by

mail. *Bankers* M 129:224-6 Ag '34

ADVERTISING, Mail—Continued

Getting the most out of direct mail advertising. T. M. Rodlun. *il Weekly Underw* 130:52-8 sec 2 My 12 '34

Guaranteed results; Baby bear products corp. of Buffalo. *il Ptr Ink* 168:96-7 S 27 '34

Helps reell radio sets to farmers; National Carbon's campaign directed at unwired homes H. M. Warren *il Ptr Ink* 167:45, 48-50 Ap 5 '34

How direct-mail turns radio listeners into customers. P. Blakemore. *Ptd Salesmanship* 63:286-7+ Ag '34

How one company increases its business by helping dentists increase theirs; Ritter dental mig. co. uses direct-mail. A. R. Barkley. *il Ptd Salesmanship* 64:20-3 S '34

How to sell the small town merchant by mail. G. V. Jones. *Adv & Sell* 23:32+ Ag 16 '34

How to sell to stockholders. A. M. Howe. *il Ptr Ink* 168:61-2+ S 20 '34

It's all alike, costs same; chlorine can be advertised successfully. *Ptr Ink* 168:100+ S 13 '34

It's time to take inventory of printing supplies. *il Ptd Salesmanship* 64:11-13 S '34

Keeping dealers sold by direct mail. E. G. Swanson *Ptr Ink* 169:53+ O 11 '34

Mail advertising for agents developed by London Assurance. *East Underw* 35:34 Ja 26 '34

Mail campaign in step with housing act; Barrett roofing works closely with dealers. E. Peterson *il Ptr Ink* 169 72-4+ O 25 '34

Mail drive doubles sales, built around a new leader, Satintex, campaign gets dealers behind entire line. F. O. Pierce company. R. E. Donnelly. *il Ptr Ink* 169 56, 60 N 15 '34

Mechanics of direct mail promotion R. N. Fuller *'Publishers' Weekly* 125 1205-9, 1277-81 Mr 24-31 '34

New direct-mail ideas. *il Ptr Ink Mo* 29 56-60+ S '34

New Ford V-8 direct-mail campaign reaches 1,000,000 car owners J. N. Krohne *il Ptd Salesmanship* 62 230-2+ D '33

New product—and not much money to spend any chance? *il Sales Management* 33 535 D 1 '33

1934 advertising dollars; what can be done to make them buy more in space, in printing and in engravings? C. McPherson *il Ptd Salesmanship* 62 293-5 Ja '34

Nothing cools off faster than a hot prospect! Standard oil company (Indiana) coordinates direct-mail with sales activities. W. L. Gundlach *il Ptd Salesmanship* 63 269-72+ Ag '34

Oshkosh b'gosh and its 140 per cent profit jump C. E. Wittmack *Ptr Ink* 168:33-4+ Ag 2 '34

Results from sampling, simple follow-up plan of ingenious letters and cards gets high returns for Savogran company. *il Ptr Ink* 168:55-6 Ag 9 '34

Seven interlocking campaigns announced the 1934 Nash on November 7 J. L. Scott *il Ptd Salesmanship* 62:165-9+ N '33

Team-work sells gasoline pumps; direct mail and salesmen. C. E. McKinney. *il Ptr Ink Mo* 29:42-4 Jl '34

They did it with direct mail. *il Ptr Ink Mo* 27:25-6+ D '33

This plan cuts direct-mail waste; special mailings, released when needed; Structural slate company and Natural slate blackboard company. R. Robbins. *Ptr Ink Mo* 28:21-2+ Mr '34

Three-way plan for selling life insurance; prospecting, time control and presentation W. G. Preston, Jr. *il Ptd Salesmanship* 63: 64-5+ Ap '34

Two action campaigns that led up to a successful climax; dramatic mailing pieces in the Majestic refrigerator and radio campaigns. G. E. Mitchell. *il Ptd Salesmanship* 62:174-6 N '33

Weather is selling asset when capitalized this way; Pyrene gives retailers post-storm direct mail on tire chains. *il Ptr Ink* 165: 55-6 D 7 '33

Where does direct-mail fit into the agency picture? H. L. Stedfeld. *Ptd Salesmanship* 63:145+ My '34

Where to look for new ideas. Published in monthly numbers of *Printed salesmanship* Year's leaders in mail advertising. D. Gridley. *il Ptr Ink Mo* 29:15-16+ N '34

See also

Advertisements—	Catalogs
Books and book-	Direct mail advertis-
lets	ing association
Advertisements—	Follow-up systems
Christmas cards	House organs
Advertising—Stock-	Letterheads
holders, Appeal to	Mail order business
Broadsides (adver-	Mailing lists
tisements)	Sales letters

Brochures

Brochure to dealers inaugurates Dennison's new crepe hat campaign; magazine, newspaper, poster and direct-mail advertising. A. R. Barkley. *il Ptd Salesmanship* 63:68-72 Ap '34

Printer's brochure offers buyer a cigaret while he reads. *il Inland Ptr* 94:31-2 N '34

Exhibitions

D.M.A.A traveling exhibition creates new printing orders. H. L. Johnson. *il Inland Ptr* 94 35-6 N '34

Folders

Campaign to close sales in few calls; Coal-tosis booklet and ten mailing pieces help oil burner prospects make up their minds. J. A. Berghoff. *il Ptd Salesmanship* 62 170-1 N '33

Clever mail folder sells repairs. *il Am Bld* 56 23 Ag '34

Folders carry metal samples *il Inland Ptr* 92 30 F '34

Fool proof folders; automatic tabulation plan. D. Gridley. *Ptr Ink* 166 53+ F 8 '34

Imagination dramatizes the most humdrum of products; Armco mgot iron W. E. McFee. *il Ptd Salesmanship* 62 188-9 N '33

Men like swank in advertising, store for men, Marshall Field & company. E. R. Richer. *il Ptr Ink Mo* 29:24-5 O '34

125 safe deposit boxes rented with the aid of a mailing piece; Cleveland trust co. I. I. Sperling. *il Rand McNally Bankers Mo* 51: 261 My '34

Pictures suitable for framing make valued advertising pieces; de luxe folders of Associated oil co, San Francisco. R. L. Smith. *il Ptd Salesmanship* 63:284-5 Ag '34

Price buyers begin to ask, Which, at this price, offers the most value? Caterpillar tractor company cites a case of government purchasing which resulted in a price folder. G. M. Walker. *il Ptd Salesmanship* 63:76-7 Ap '34

Salesmen use this advertising; Fidelity & guaranty fire corporation of Baltimore. R. C. Sheridan *il Ptr Ink Mo* 28:17+ My '34

Showing the dealer how; three types of solicitations which bring sales from undeveloped fields for cheesecloth *il Ptr Ink* 167: 65-6 Je 7 '34

This folder sells itself. *il Inland Ptr* 92:37-9 O '33

Type of folders which should be used S. M. Gamble. *East Underw* 35:3-4 Ap 13 '34

Types of illustration suitable for third-dimension folders *il Ptd Salesmanship* 63: 27 Mr '34

Unique folder 72 inches long *il Ptd Salesman-* ship 63 143 My '34

Localization

This direct-mail program was successfully localized; Plymouth idea outlined. *il Ptr Ink* 165:92-3 N 16 '33

Personalizing

Personalized mailings; Water-works mailing lists. *Ptr Ink* 167:36 Ap 26; 60 My 17 '34

ADVERTISING, Mail—Personalizing—Continued

Personalizing a house organ increased reader interest; San Antonio drug company. J. K. Worthington. *il* Ptd Salesmanship 63:243+ *Jl* '34

Tests that answer five questions about successful direct-mail procedure; heading of the letter, the class of mail, the special offer, return cards and envelopes, and color. J. L. Scott. Ptd Salesmanship 63:275-6 *Ag* '34

What Frigidaire discovered about personalizing its printed direct-mail. G. E. Mitchell. Ptd Salesmanship 63:29 *Mr* '34

Postage

How postage, special stamps and envelopes affect "Nation's Business" returns. J. L. Scott. Ptd Salesmanship 62 333-5 *F* '34

How to figure the mailing weight of a booklet, broadside or catalog. W. L. Hinson. Ptd Salesmanship 63 40 *Mr* '34

Tests that answer five questions about successful direct-mail procedure; heading of the letter, the class of mail, the special offer, return cards and envelopes, and color. J. L. Scott. Ptd Salesmanship 63 274-5 *Ag* '34

Postal cards

Dealers supply the cards. Johnson motor company, Waukegan, *Ill.* *il* Ptr Ink Mo 29: 64+ *S* '34

Government post cards as economical and effective pieces of advertising. W. A. Kirtledge. *il* Ptd Salesmanship 63:192-3 *Je* '34

Humorous postcards create business for radio service men. Hygrade Sylvania corporation. J. M. DeVoe. *il* Ptd Salesmanship 61 71+ *O* '34

One way to tell story of hidden parts. Timken-Detroit dramatizes axles, cards and booklet. *il* Ptr Ink 167 53-4 *Je* 7 '34

Printing

Tincup advertising. E. H. Shanks. *il* Ptd Salesmanship 63:9-11+ *Mr* '34

Return cards

How Bakers' Helper tests its mailings to obtain maximum returns; finding out whether to use stamped or C O D reply cards; stamped or metered mail; reply cards or envelopes. J. L. Scott. *il* Ptd Salesmanship 63:189-91 *Je* '34

How business reply cards and envelopes affect returns. Ptd Salesmanship 62 299 *Ja* '34

Motorists sell themselves in this post card campaign; Humble oil and refining company. *il* Ptd Salesmanship 62:340+ *F* '34

Returns

Campaign that sold 405 appliances in two towns; two months' record of the TVA in Tupelo and Athens. G. E. Mitchell. *il* Ptd Salesmanship 64:72-3+ *O* '34

Direct-mail increased our business 40 per cent in 1933 and 80 per cent in 1934; Stoddy company. D. E. Staley. *il* Ptd Salesmanship 64:82-4 *O* '34

17 per cent return from a letter, reply card and enclosure; Galion allsteel body company's mailing to Chevrolet dealers. B. J. Heiser. *il* Ptd Salesmanship 63:282-3 *Ag* '34

Two-thirds of our inquiries result in sales; United autographic register company. A. R. MacFarland. *il* Ptd Salesmanship 62:241-3 *D* '33

Year's campaign sweetens prospect list; Addressograph-multigraph corporation. *il* Ptr Ink Mo 29:32+ *N* '34

Testing

Does it pay to use both sides of the letter-head? Postal life insurance company. J. L. Scott. Ptd Salesmanship 63:230-2 *Jl* '34

Five tests, and how they affected the Household Finance direct-mail policies. J. L. Scott. Ptd Salesmanship 63:61-3 *Ap* '34

How Bakers' Helper tests its mailings to obtain maximum returns; finding out whether to use stamped or C. O. D. reply cards; stamped or metered mail; reply cards or envelopes. J. L. Scott. *il* Ptd Salesmanship 63:189-91 *Je* '34

How mail tests found our best approach for a new product; Everseal, for repairing leaky auto radiators. J. K. Crippen. Sales Management 35 418 *O* 20 '34

How postage, special stamps and envelopes affect "Nation's Business" returns. J. L. Scott. Ptd Salesmanship 62:333-5 *F* '34

How we obtained national distribution by direct-mail; L. B. Allen company new radiator cement. J. K. Crippen. *il* Ptd Salesmanship 63 128-9+ *My* '34

Little testing is a dangerous thing. A. H. Dix. Adv & Sell 23:32+ *Ag* 30 '34

Printer makes profitable use of Gallup idea; Blakely printing company. A. G. Fegert. *il* Inland Ptr 93 21-6 *My* '34

Six tests that increased the returns of Capper and Capper mailings. J. L. Scott. *il* Ptd Salesmanship 62 279-83 *Ja* '34

Tests that answer five questions about successful direct-mail procedure; heading of the letter, the class of mail, the special offer, return cards and envelopes, and color. J. L. Scott. Ptd Salesmanship 63 273-6 *Ag* '34

What Frigidaire discovered about personalizing its printed direct-mail. G. E. Mitchell. Ptd Salesmanship 63 29 *Mr* '34

What testing taught eight advertisers about direct-mail. J. L. Scott. Ptd Salesmanship 63:119-21 *My* '34

ADVERTISING, National

Advertising creates mass consciousness favorable to life insurance. J. A. Stevenson. Weekly Underw 131 873+ *N* 10 '34; Excerpts East Underw 35 8 *N* 2 '34; Ins Field (Life ed) 63:9+ *N* 9 '34; Abstract. Nat Underw (Life ed) 38 9 *N* 9 '34

Advertising hidden service to the public, fur drier starts national campaign. M. Hollander. *il* Ptr Ink 167 86-8 *Je* 21 '34

All for one, one for all; let advertisers, their employees and families buy advertised goods. P. D. Saylor. Ptr Ink 168:18+ *Jl* 5 '34

Brand names, quality, and price. C. Wilcox. Ann Am Acad 173:80-5 *My* '34

Brand preferences and sales trends in rural markets. Sales Management 34 181-3, 210-11 *Mr* 1 '34

Canned soup who buys—what brand—how much? P. Arnold. *il* Adv & Sell 23:30-1+ *Ag* 30 '34

Check-up on successful national advertisers of 1923. R. E. Rindfusz. Nation's Business 22:82 *N* '34

Consumer goes to market—with what and for what? *il* Sales Management 34:225-7+ *Mr* 15 '34

Damns national advertisers and agencies; abstracts. K. Collins. Adv & Sell 23:22+ *O* 11 '34; Ptr Ink Mo 29:18+ *N* '34; Discussion. S. Ellis and others. Adv & Sell 24:24+ *N* 8 '34

Develop plan for merchandising national brands through chains; Good Housekeeping week as staged by the A & P stores of Chicago. Sales Management 34:140-1 *F* 15 '34

Do people talk one way about advertising and act in another? Sales Management 34: 512-14+ *Je* 1 '34

Exit private brand; Graybar switches over to nationally advertised electrical appliances. Business Week p12 *S* 15 '34

Grilled groceries. Business Week p25-6 *My* 26 '34

How department stores rate electrical appliance firms. Sales Management 35:238-9+ *S* 15 '34

How leading drug products rated in surveys conducted by Time and Modern magazines. Sales Management 35:219 *S* 1 '34

How national are national advertisers? H. Corash. Adv & Sell 23:24+ *Ag* 2 '34

How one thousand consumers would use government grades; would buy by standard, but would favor advertised brand within quality grade. P. Arnold. Adv & Sell 22:22-3+ *Mr* 1 '34

ADVERTISING, National—Continued

Leading drug store brands in 15 major markets Sales Management 34:10-11, 24-5+ Ja 1 '34

Leading grocery store brands in 10 major markets, table Sales Management 34:46-7, 62+ Ja 15 '34

Lee hats to advertise; goes national in a consumer program. *il* Ptr Ink 167:88-9 Ap 19 '34

Mars to resume advertising. Ptr Ink 166 20 Ja 18 '34

Milwaukee journal tabulates brand preferences. Adv & Sell 22 30 Ap 12 '34

Must meet challenge of private brands W. Ochse. Ptr Ink 166:40-1+ Mr 29 '34

Nation without trade-marks, Russia. R. S. Durstine *il* Nation's Business 22:39-40+ Ap '34

New campaign to sell bread financed by General Mills for bakers' benefit. *il* Ptr Ink 166 61-2 Mr 15 '34

New cigarette goes after national market; Kentucky Winners introduced by Penn tobacco co *il* Ptr Ink 168 21+ S 6 '34

New IGA brand policy; will work with advertisers to push nationally known products in volume Ptr Ink 166 69 Mr 15 '34

Prices of branded grocery commodities during the depression; chain and independent grocery stores in Durham, North Carolina. M. D. Taylor Harvard Business R 12 437-49 Jl '34

Profit prospects for retailers in branded items. A. Parrish Ptr Ink 166 72-4+ F 22 '34

Retail grocers crack down on jobber selling; why advertised brands suffer severe handicap S A Parks Ptr Ink 167 77-8+ Je 7 '34

Seth Parker launches world cruise, national advertisers to accompany him B A. Grimes. *il* Ptr Ink 165 29+ N 16 '33

Seven interlocking campaigns announced the 1934 Nash on November 7 J L Scott. *il* Ptd Salesmanship 62 165-9+ N '33

Small dealer real hope of advertised brands A E. Wilder Ptr Ink 166.7+ Mr 8 '34

Some stumbling blocks in the path of private brands, manufacturer jeopardizes his national brand S Norvell. Sales Management 35:248+ S 15 '34

Tomorrow's market for radios, refrigerators, clocks, oil burners and air conditioners Sales Management 34:130-1+ F 15 '34

Twelve cosmetics brands 1,500 women buy—and what they pay. *il* Sales Management 34:277-9+ Ap 1 '34

Walgreen goes national; drug chain extends distribution of private brands to 600 independent stores. Ptr Ink 167 20 My 24 '34

What kind of merchandise can be sold to Main street? M L. Dana. *il* Adv & Sell 22:21+ F 15 '34

What Missouri housewives know about brands. J N. Amburgey and J V. Coles. *il* Food Ind 6:170-1 Ap '34, Abstract. Business Week p16 Ap 28 '34

What products does the druggist push? *il* Sales Management 34:420-2+ My 1 '34

What, why, and how much coffee P. Arnold. *il* Adv & Sell 23:19-20 Ag 2 '34

When a state penalizes the advertiser; New York state agricultural and markets law. S. Peabody. Ptr Ink 167:13+ My 3 '34

Whose products does the grocer push? Sales Management 34:470-2+ My 15 '34

Why buying by brand is better than by specification. C. R. Palmer. Ptr Ink 166:7+ Ja 18 '34

Why national advertising misses fire on Main street. M. Dana. *il* Adv & Sell 22:19+ D 7 '33

Why small dealers stay that way; a word in behalf of the much maligned advertiser. J. V. Brew. Ptr Ink 167:48-9 My 24 '34

Wilder and more of it; by a Chicago research man. Ptr Ink 167:26-6+ Ap 12 '34

Yes, advertising really builds small-town market. A. D. Talbott, Jr. Ptr Ink 168:17-18, 20-1 Ag 2 '34

See also

Advertising appropriations

Advertising campaigns
Private brands

Moving picture tie-in

Coca-Cola film tie-up; using in its advertising the likenesses and names of Warner stars. Ptr Ink 166:52 Mr 8 '34

National advertisers tie up with Warner feature films, Quaker Oats latest to try it. Sales Management 35:195 S 1 '34

Oats and bicycles. Ptr Ink 168:18 S 6 '34

Statistics

Does advertising pay during a depression? survey of national advertising in relation to dividends F E. Fehlman *il* Adv & Sell 23 18+ My 24 '34

Magazine and radio expenditures. Published in Sales management, first number of each month

Magazine and radio expenditures by industries; tabulation Sales Management 34:451 My 1 '34

National advertising trend Adv & Sell 22: 26 Ja 4 '34 [cont monthly]

National advertising trend, final scores for 1933 Adv & Sell 22 20 F 1 '34

150 leading magazine advertisers of 1933. Ptr Ink 166 64-5, 65 Ja 18 '34, Same. Adv & Sell 22 19+ Ja 18 '34

150 magazine leaders spend 15 per cent more. Ptr Ink 168 55-7 Jl 26 '34

ADVERTISING, Outdoor

ANA traffic studies. S. Peabody. Sales Management 34 574+ Je 15 '34

Building an outdoor campaign. F. L. Fisher. East Underw 35 12+ N 9 '34

Has outdoor advertising a place in a life insurance company program? J. H. Reas. East Underw 35:15 Je 15 '34

Novel outdoor effect *il* Ptr Ink 169:82 O 4 '34

Outdoor advertising now audited. maps Ptr Ink Mo 29:56-8, 60-2 Jl '34

Traffic audit bureau: what it is and how it works *il* Adv & Sell 23 34+ Ag 16 '34

Wind power for Martin-Senour advertising signs *il* Ptr Ink 167:53 Je 28 '34

See also

Posters

ADVERTISING, Professional. See Professional advertising

ADVERTISING, Radio. See Radio advertising

ADVERTISING, Soliciting of

Agency solicitation errors. B. A. Grimes. Ptr Ink 169:81-2+ N 1 '34

Business-paper space and the agency. B. Duffy. Ptr Ink 166:60-1+ F 15 '34

Don'ts for salesmen; suggestions addressed to business-paper salesmen C. A. Muselman. Ptr Ink 168:93-4 S 20 '34

Let's quit this arguing about space buying. Ptr Ink 166 7+ Ja 25 '34

Let's use—not abuse—the newspaper account man. K Collins. Adv & Sell 24:28+ N 8 '34

Open letter to Max Hacker; by a space salesman Ptr Ink 166:56-7 Ja 11 '34

Prospects do not duck these shots. *il* Inland Ptr 93:32-3 S '34

Re agency solicitation. A. Glim, pseud. Ptr Ink 169 13, 16-18 N 15 '34

Six factors in successful space selling; case studies Adv & Sell 22:26-7+ F 15 '34

Space buyer for each account. E. T. Gundlach. Ptr Ink 166:55-6 Ja 11 '34

Space buyer for each principal account, is Borden idea. S. Peabody. Ptr Ink 165:17-18+ D 7 '33

Space buyer looks at newspaper promotion. B. Duffy. *il* Adv & Sell 23:25+ Jl 5 '34

Space can be bought without wasting time. M. Hacker. Ptr Ink 165:17-18+ D 21 '33

Where space salesmen fail. K. Collins. Adv & Sell 23:32+ Jl 5 '34

ADVERTISING, Soliciting of—Continued

Why some presentations fail to click; nine common faults of the space selling brotherhood. *il Adv & Sell* 22:20-1+ *Ja* 18 '34

See also

Audit bureau of circulations

ADVERTISING, Trade union

Union offers to help finance cigar advertising. *I. M. Ornburn. Ptr Ink* 166:74+ *Ja* 18 '34

ADVERTISING affiliation

Annual convention, Toronto *Ptr Ink* 167:40 *My* 24 '34

ADVERTISING agencies

Agency code enigma. *B. A. Grimes. Ptr Ink* 168:22+ *Ag* 9 '34

Agency code hearing set. *Ptr Ink* 168:25-6, 28-9 *Ag* 2 '34

Agency recognition. *Ptr Ink* 167:47 *Ap* 26 '34

Agency solicitation errors. *B. A. Grimes. Ptr Ink* 169:81-2+ *N* 1 '34

Agency summer schedules. *Adv & Sell* 23:32 *Je* 7 '34

Agency system too rigid, says A. N. A. report. *B. A. Grimes. Ptr Ink* 169:41-2+ *N* 15 '34

Business-paper space and the agency. *B. Duffy. Ptr Ink* 166:60-1+ *F* 15 '34

Busy summer at the agency. *P. Klein. Ptr Ink* 168:84 *S* 13 '34

Canadian papers' new agency franchise *Ptr Ink* 166:90 *Ja* 4 '34

Concerning the long life of accounts—then and now. *F. Finney. Adv & Sell* 23:22 *My* 10 '34

Damns national advertisers and agencies. *K. Collins. Adv & Sell* 23:22+ *O* 11 '34; Discussion. *S. Ellis and others. 24:24+ N* 8 '34

Do agencies slam their doors in your face? *E. Parker; F. G. Hubbard. Adv & Sell* 23:38+ *O* 25 '34

Dual agency set-up; Campbell-Ewald company—D. P. Brother & company. *Ptr Ink* 169:12 *O* 18 '34

Getting the baker's dozenth from the agency, by an agency principal *Ptr Ink* 165:17-18+ *D* 28 '33

Groucho says: Don't trust your agent too far. *Ptr Ink* 167:52 *Je* 14 '34

Groucho says: Fight for the ancient privileges, boys; working overtime. *Ptr Ink* 166:89 *Mr* 22 '34

High turn over of agency accounts. *F. E. Fehlman. Adv & Sell* 22:19+ *Ap* 12 '34

In selecting and paying an advertising agency. *L. H. Bristol. Ptr Ink* 168:7, 10+ *S* 13 '34; Reply (if all clients were ideal). *C. J. Cutajar. 169:65 O* 4 '34

Lawrence C. Gumbinner advertising agency; office views and plans. *Arch Rec* 76:176-8 *S* '34

Plan coast agency chapters. *Ptr Ink* 169:93 *N* 8 '34

Re agency solicitation. *A. Glim, pseud. Ptr Ink* 169:13, 16-18 *N* 15 '34

Why industrial advertising needs the agency. *Adv & Sell* 23:62 *My* 10 '34

See also

Advertising, Soliciting of

Advertising

And now concerning copy. *H. Powel. Adv & Sell* 23:30 *S* 13 '34

Commissions

Agency economics. *F. J. Ross. Ptr Ink* 169:21-3 *O* 11 '34

Agency system too rigid, says A. N. A. report. *B. A. Grimes. Ptr Ink* 169:41-2+ *N* 15 '34

A.N.A. boosts agencies. *Ptr Ink* 167:85 *Je* 7 '34

A.N.A.'s position on agency compensation. *A. B. McIntire. Ptr Ink* 167:65+ *My* 3 '34

In selecting and paying an advertising agency. *L. H. Bristol. Ptr Ink* 168:7, 10+ *S* 13 '34; Reply (if all clients were ideal). *C. J. Cutajar. 169:65 O* 4 '34

Directories

Agency list of the Standard advertising register including United States daily newspapers and their representatives. 562p \$10 National register pub co, 853 Broadway, New York '33 [Published three times a year]

Management

'Tis better to have run and lost. . . by the vice-president of a New England advertising agency *il Adv & Sell* 22:30+ *Ja* 4 '34

Service

Agency tactics hinder market research development. *L. Chalkley, Jr. Adv & Sell* 22:19+ *Ja* 4 '34

Valuable services of the modern advertising agency. *Bankers M* 129:221-4 *Ag* '34

Space buyers

Let's quit this arguing about space buying. *Ptr Ink* 166:7+ *Ja* 25 '34

Space buyer for each account *E. T. Gundlach. Ptr Ink* 166:55-6 *Ja* 11 '34

Space buyer for each principal account, is Borden idea. *S. Peabody. Ptr Ink* 165:17-18+ *D* 7 '33

Space can be bought without wasting time. *M. Hacker. Ptr Ink* 165:17-18+ *D* 21 '33

ADVERTISING agencies institute of America New agency group *Ptr Ink* 165:77 *D* 14 '33

ADVERTISING allowances

Advertising allowances *Ptr Ink* 168:37-8 *S* 27 '34

Advertising's heavy load *R. B. Simpson. Ptr Ink* 168:27-8, 33-4 *S* 13 '34; Discussion (But there is another side). *H. E. Yoken 168:38+ S* 27 '34

Allowances and codes *Ptr Ink* 167:55-7 *Ap* 5 '34

Comparison of special discounts and allowances in the grocery, drug, and tobacco trades. *W. H. S. Stevens. J of Business* 7:224-36 *JI* '34

Dealers fight allowance *S. G. Arnold. Ptr Ink* 169:69-70 *O* 18 '34

Special concessions ruin the salesman *Adv & Sell* 23:30-1 *S* 27 '34

That allowance nuisance. *A. O. Buckingham. Ptr Ink* 168:21+ *Ag* 30 '34

ADVERTISING and bankers

Bank advertising starts over *H. F. Hobson. Am Bankers Assn J* 26:81+ *F* '34; Excerpt. *Adv & Sell* 22:32 *Mr* 1 '34

Banker sees continuing need of advertising *E. W. Stetson. Ptr Ink* 165:41+ *N* 23 '33

See also

Bank advertising

ADVERTISING and sales, Coordination of

Nothing cools off faster than a hot prospect! Standard oil company (Indiana) coordinates direct-mail with sales activities. *W. L. Gundlach. il Ptd Salesmanship* 63:269-72+ *Ag* '34

Product sales managers are also associate advertising managers at General foods corporation. *E. F. Lougee. Sales Management* 35:290-1+ *O* 1 '34

ADVERTISING and salesmen

Catalog to help jobbers' salesmen; Curtiss pneumatic machinery company. *il Ptr Ink* 166:76-7 *Mr* 29 '34

Directors write to salesmen; mail campaign of General American life insurance company, St. Louis. *Ptr Ink Mo* 28:50 *Je* '34

Four reasons for merchandising an advertising program to salesmen; Hardware mutual casualty company. *P. G. Parkinson. il Ptd Salesmanship* 62:177-9 *N* '33

Letter campaign basis of this industrial promotion; Westinghouse motors. *P. Ruprecht. il Ptr Ink Mo* 29:26-8 *O* '34

Personalized sales letters increased our profit; Nunn Bush and Weldon shoe company. *W. Fanning. System* 63:419-20+ *S* '34

Sales plan that makes the advertising part and parcel of the sales force; Macwhyte company. *H. E. Sawyer. il Ptd Salesmanship* 62:290-2 *Ja* '34

Salesman and the advertisement. *H. M. Hitchcock. Ptr Ink Mo* 29:13-14+ *JI* '34

ADVERTISING and salesmen—Continued

- Salesmen use this advertising; Fidelity & guaranty fire corporation of Baltimore. R. C. Sheridan. *Il* Ptr Ink Mo 28:17+ My '34
- Teaching dealers the ABC's of advertising; Blue Flash gasoline. Ptr Ink 167:61, 64-5 My 17 '34
- Two-thirds of our inquiries result in sales; United photographic register company. A. R. MacFarland. *Il* Ptd Salesmanship 62. 241-3 D '33
- What salesmen should know about company advertising. W. E. McFee. Ptr Ink Mo 28 15-16+ Ja '34
- Why salesmen must believe their own sales story, General cigar company. W. Best. Ptr Ink 166 17-18+ Ja 25 '34

ADVERTISING appropriations

- Advertising appropriations. A. E. Haase. East Underw 35:49 O 12 '34
- Advertising chart; Printers' Ink's black, white and gray list shows proper allocation of budget. Ptr Ink 168:69, 71-2 JI 26 '34
- Budget your advertising for economy and best results; State-planters bank and trust co., Richmond, Va. R. Scorgie. Rand McNally Bankers Mo 51:612-13+ O '34
- Fingertip control of fluctuating appropriations. C. W. Stokes. Ptr Ink 166 28-9, 32-3 F 1 '34
- First, fix the task. Ptr Ink 168:40 Ag 23 '34
- Fixing the appropriation for industrial advertising. C. B. Larrabee. Ptr Ink 167 33-4+ Je 14 '34
- How 8 large firms initiate and clear advertising budgets. F. S. Cornell. Sales Management 35 53-4+ JI 15 '34
- How much shall we invest in advertising? C. B. Larrabee. Ptr Ink 167:17-18+ My 31 '34
- Investing \$2,500 a year in advertising. J. W. Dunegan. *Il* Burroughs Clearing House 19: 14-16+ N '34
- Liquor appropriations. Ptr Ink 167:35-6 Je 28 '34
- Mechanical costs. Ptr Ink 167:56 My 3 '34
- 1934 advertising dollars; what can be done to make them buy more in space, in printing and in engravings? C. McPherson. *Il* Ptd Salesmanship 62 293-5 Ja '34
- 150 leading magazine advertisers of 1933. Ptr Ink 166 61-5, 68 Ja 18 '34; Same. Adv & Sell 22:19+ Ja 18 '34
- 150 magazine leaders spend 15 per cent more. Ptr Ink 168:55-7 JI 26 '34
- \$1,000,000 recovery drive; Southern California Edison company, Los Angeles. Ptr Ink 165 74 N 16 '33
- Planning advertising budget for 1931 markets. F. Newton. Ptr Ink 166 33, 36-7 F 8 '34
- To 1935 budgeteers; business is better, but selling will continue tough. L. Tracy. Ptr Ink 168:25-6 Ag 23 '34

See also

Advertising—Accounting

ADVERTISING art**See also**

Advertisements, Pictorial

History

- Cavalcade. R. Clarke. *Il* Adv Arts p9-13 S '34
- ADVERTISING artists**
- Get up to snuff. J. Mangan. *Il* Adv Arts p13-19 Ja '34
- What a copywriter thinks about art and the artist. W. F. McFee. *Il* Adv & Sell 23:32+ S 13 '34
- ADVERTISING as a profession**
- Advertising man writes to his son. Ptr Ink 168:77, 80-1 JI 19 '34
- Business nobody knows. J. Rorty. *Il* Adv & Sell 22:26+ Ap 26 '34
- Discipline for the young man in advertising. G. T. Hodges. Ptr Ink 165:59-60 D 7 '33
- How shall I break into advertising? R. Dickinson. Ptr Ink 167:65-6, 68-70 Ap 5 '34
- How to get that first job in advertising. Ptr Ink 168:73-4+ Ag 9 '34

Women in advertising. Adv & Sell 23:26-7 Je 7 '34; Discussion. 23:18-19+ JI 5 '34

See also

Advertising agencies Advertising ethics
Advertising artists Advertising managers
Advertising copy
writers

ADVERTISING campaigns

- Advertising hidden service to the public; fur dyer starts national campaign. M. Hollander. *Il* Ptr Ink 167:86-8 Je 21 '34
- American Radiator starts housing campaign. *Il* Ptr Ink 168:97-8 S 13 '34
- Brochure to dealers inaugurates Dennison's new crepe hat campaign, magazine, newspaper, poster and direct-mail advertising. A. R. Barkley. *Il* Ptd Salesmanship 63:68-72 Ap '34
- Campaign for Black Flag. Ptr Ink 167:10 My 3 '34
- Car of the future; Pan-Am gasoline campaign. *Il* Ptr Ink 165:24 N 23 '33
- Conquest of a tough market; Van Camp's tuna sales jumped with advertising. A. M. Howe. *Il* Ptr Ink 167 81+ Ap 19 '34
- Does it really take a pile of money to break into New York? Broadcast corned beef hash and Redi-Spiced. *Il* Sales Management 34 240+ Mr 15 '34
- Dole sales increase as sales of related products increase, pineapple juice copy says a good word for orange and tomato juice. A. Leonard. *Il* Ptd Salesmanship 62:238-40 D '33
- Encore by Shell; introduces another new gasoline. *Il* Ptr Ink 165 66+ N 16 '33
- Encore; success of nationally advertised event prompts Bauer & Black to sponsor a second one. *Il* Ptr Ink 167:37-8 My 24 '34
- Frigidaire into action on all fronts; shoppers' age is background of huge campaign. Ptr Ink 166 48 Mr 15 '34
- Garter challenges; Paris features \$1,000,000 money back offer in new anti-nudist campaign. Ptr Ink 168:67 S 13 '34
- Grade-mark campaigns; three months' sport season to be capitalized by patentee, converters, manufacturers and retailers; Sanforized-shrunk washable clothing. *Il* Ptr Ink 167:42 My 31 '34
- How a sectional advertiser branched out; Citrus soap company. Ptr Ink Mo 28:18 Ja '34
- Laundry-tested; Kansas City laundries try out new merchandising idea. Business Week p24 Ag 18 '34
- Millinery code authority enlists industry in new summer season. Sales Management 34: 494 My 15 '34
- Million sales by Christmas aim of new specialty; Lektrolite. Ptr Ink 165:98-9 N 16 '33
- Nature co-operates with Shuglov campaign; Goodrich overshoes advertising. *Il* Ptr Ink 165:66+ D 28 '33
- Newspaper promotion plan sells 300,000 Imp puzzles in 5 months. *Il* Sales Management 34:476 My 15 '34
- Paton, at 73, starts largest drive to sell New Yorkers branded honey. L. M. Hughes. *Il* Sales Management 35:450-1 N 1 '34
- Pierce-Arrow three-way campaign. *Il* Ptr Ink 165 28-9 D 28 '33
- Portland renovizes; a bank wins prize for conceiving idea and successfully advertising it. Ptr Ink 168:81-2 JI 12 '34
- Seven interlocking campaigns announced the 1934 Nash on November 7. J. L. Scott. *Il* Ptd Salesmanship 62:165-9+ N '33
- 75-cities campaign introduces Standard's 4-foot square bathtub. *Il* Sales Management 34:339 Ap 10 '34
- Shell again ups budget. *Il* Ptr Ink 167:76 Ap 19 '34
- Silver weddings; International silver company to launch campaign. *Il* Ptr Ink 167:93+ Ap 26 '34
- Socony-Vacuum's largest spring drive; 1,000 newspapers used. *Il* Ptr Ink 167:37+ Ap 19 '34
- This advertising has story for home folks; Pierce-Arrow would sell more cars in Buffalo. *Il* Ptr Ink 166:76-7 F 15 '34

ADVERTISING campaigns—Continued

To popularize hearing aid; Sonotone corporation starts heavy campaign in magazines and newspapers. *il* *Ptr Ink* 169:28 N 1 '34

Two action campaigns that led up to a successful climax; dramatic mailing pieces in the Majestic refrigerator and radio campaigns G. E. Mitchell. *il* *Ptd Salesmanship* 62:174-6 N '33

Utilities' joint campaign; gas companies in five states co-operate. *il* *Ptr Ink* 169:94-6 N 8 '34

Waterproof adhesive tape wins new business for Johnson & Johnson. *il* *Sales Management* 34:451 My 1 '34

When U.S. backs advertising. *Ptr Ink* 169:116+ N 15 '34

See also

Buy now campaigns
Money raising campaigns

Special weeks

Asparagus and mayonnaise in sales drive. *il* *Ptr Ink* 167 48 Ap 26 '34

Dealers like this group selling plan; Armstrong Cork kitchen week E C Hawley *Ptr Ink* 166 29-30+ Mr 15 '34

Develop plan for merchandising national brands through chains; Good Housekeeping week as staged by the A & P stores of Chicago *il* *Sales Management* 34 140-1 F 15 '34

Insurance companies cooperate to tell public about stability. *il* *Sales Management* 34:239 Mr 15 '34

See also

Cotton trade—United States—National cotton week

ADVERTISING cards

Page of recent posters for London's Underground. *Adv Arts* p23 S '34

Third dimension car cards *il* *Ptr Ink* 166 40 Ja 25 '34

Wrinkley's salute to testimonials *il* *Ptr Ink* 166 28 Mr 29 '34

See also

Show cards

ADVERTISING characters

Aristocrat of N. Y. goats *il* *Ptr Ink* 166:20 Mr 29 '34

Buster Brown comes back. *Ptr Ink* 166:66 F 15 '34

Detective Hastings, nationally advertised, jumps piston ring sales. *Sales Management* 34:202 Mr 1 '34

Enlivening and humanizing electrical advertising; Reddy Kilowatt. *il* *Edison Elec Inst Bul* 2:303-6 S '34

Home-spun copy is feature of new Dixie advertising campaign E L Barringer. *il* *Nat Pet* N 26:38+ Mr 7 '34

Meet Joe Sludge P H. Erbes, jr. *il* *Ptr Ink* 165:28-9 D 21 '33

Mickey Mouse goes into business. *il* *System* 63:68-9 F '34

Mickey Mouse—salesman. *il* *Adv & Sell* 23:40 Ag 30 '34

Three little pigs bring home bacon for makers of varied lines *Sales Management* 34:107 F 1 '34

Why millions more now call for Philip Morris M. J. Sheridan *il* *Sales Management* 35:9-10 Ji 1 '34

ADVERTISING conferences

In the conference room; ectoplastered on wall, invisible witness tells story of canned clams campaign. *Ptr Ink* 168:17-18+ Ag 16 '34

ADVERTISING contests. See Advertising—Prize contests**ADVERTISING copy**

Advertising opportunities as gas companies are meeting them today. *il* *Am Gas J* 139:32-4 N '33

Age of change. *Ptr Ink* 169:97-8 O 25 '34

Amazing facts; salt advertiser takes advantage of public interest in newspaper features. *il* *Ptr Ink* 167:61 Je 7 '34

And now concerning copy. Published in bi-weekly numbers of Advertising and selling Argument for emotion in selling goods. G. Hodges. *Ptr Ink* 168:60-2 Ji 5 '34

Banks and housing, newspaper advertising to induce home owners to renovize. *il* *Ptr Ink* 168:81-2+ S 27 '34

Bread and butter pudding with raisins. Groucho. *Ptr Ink* 166:50 Mr 8 '34

Cats and elevators; influences that cause copy to start so far away. A. H. Little. *Ptr Ink* 167 28-9+ Ap 26 '34

Copy for the face of the package. C. B. Larrabee. *il* *Ptr Ink* Mo 28 30+ Mr '34

Copy for the package, seventeen rules. C. B. Larrabee *il* *Ptr Ink* Mo 29:16-18+ S '34

Copy problems *il* *Ptr Ink* Mo 29:37 Ag; 31 S; 28 O; 34 N; 26 D '34

Copy testing—without copy P. Arnold *Ptr Ink* 166:45-6 Mr 1 '34

Copy themes in coupons; consumers, via scissors, give Koppers their secrets W. T. Laing *Ptr Ink* 169:67-70 O 25 '34

Dole sales increase as sales of related products increase; pineapple juice copy says a good word for orange and tomato juice. A. Leonard *il* *Ptd Salesmanship* 62:238-40 D '33

Dumb housewives *il* *Food Ind* 6:256-7 Je '34

Financial advertising copy. L. D. Meredith. Bankers M 128:535-66 My '34

Gas is interesting map *Am Gas J* 140:12-13+ Ap '34

Give us posed advertising! R. Warner. *Ptr Ink* 166:45+ Mr 22 '34

Groucho says For heaven's sake, respect yourself! *Ptr Ink* 166 28 Mr 15 '34

Groucho says Is the consumer your pal? *Ptr Ink* 168 80 Ag 23 '34

Groucho says Puff! brothers, puff *Ptr Ink* 167:16 Ap 12 '34

Hurry up copy and its evils T. H. Thompson. *Ptr Ink* 168 65+ S 20 '34

If Einstein were a writer of advertising. H. M. Bourne *Ptr Ink* 167 28+ Ap 5 '34

It's time to get up; gearing retail selling to current advertising copy. P. H. Erbes, jr. *Ptr Ink* 166 61-2 Mr 29 '34

Key your copy to the advertising spiral. O. Kleppner *Adv & Sell* 22 32 N 23 '33

Mail order quotations break with the rising general price trend J. Jamieson *il* *Adv & Sell* 23 26+ S 13 '34

Maybe the book publishers were right. D. Gridley. *Ptr Ink* 169:61, 64-6 N 15 '34

New frankness in advertising; toilet paper, Kotex, etc F T Rowe. *il* *Adv & Sell* 23. 23-4+ S 27 '34

New products—new copy—new ideas? launch them now; the public wants a change. J. T. Ellington *il* *Adv & Sell* 23 28+ Mv 10 '34

Old copy tools still keep a fair edge. S. L. Smith. *Ptr Ink* 166:45+ F 15 '34

One way to get ideas that are hard to imitate; those that grow right out of the product L. Kelley *Ptr Ink* 165 81+ D 14 '33

Plous copy writing; in eradicating rush production, more than prayer is needed. B. W. Williams. *Ptr Ink* 169:13, 16 O 18 '34

Pixie tracks; why some copy sounds like inscriptions for monuments A. H. Little. *Ptr Ink* 168 21, 24-6 Ji 26 '34

Sales urge in housing copy *il* *Ptr Ink* 169: 65-6+ O 18 '34

Sampling with words. T. H. Thompson. *Ptr Ink* 167:15-16 Je 14 '34

Ships are ladies. A. H. Little. *Ptr Ink* 168: 7+ S 6 '34

Soft pedal for loud claims; Richfield gasoline campaign. *il* *Ptr Ink* 169:32 N 1 '34

To L. E. McGiverna; on the News advertisement. Vermillion tricycle G. W. Freeman. *Ptr Ink* 168:21+ Ji 19 '34; Discussion (Was I surprised!) L. E. McGiverna. 168:31-2+ Ji 26 '34; Reply. 168:61-2 Ag 9 '34

We're in for an era of shooting. A. H. Little. *il* *Ptr Ink* Mo 28:21-2+ My '34

What this country needs—! competition consciousness bids fair to bring all advertising to dead level of mediocrity. W. J. Weir. *Ptr Ink* 168:28-30 Ag 9 '34

When copy writers lie. W. E. McFee. *Ptr Ink* 167:81-3 Je 21 '34

ADVERTISING copy—Continued

Why national advertising misses fire on Main street. M. Dana. *il Adv & Sell* 22: 19+ D 7 '33
 Yelling copy. T. H. Thompson. *Ptr Ink* 166: 7, 10+ F 15 '34

See also

Advertisements—	Advertising—Psy-
Headlines	chology
Advertisements—	Advertising ethics
Testing	Sales letters
Advertisements, Hu-	
morous	

Competitive copy

Advertising copy that kicks back; copy which slurs advertising or harms an industry. M. K. Powers. *Ptr Ink Mo* 28:19+ Ap '34
 Battle of the fuels, gas and coal have merry advertising fight in Chicago. P. H. Erbes, Jr. *il Ptr Ink* 168:45-6+ S 20 '34, Same. *Dom Eng* 144 73+ N '34
 Campaign to close sales in few calls. Coalitosis booklet and ten mailing pieces help oil burner prospects make up their minds. J. A. Berghoff. *il Ptd Salesmanship* 62: 170-1 N '33
 Can we cut number of calls per sale? Wayne oil burner corporation of Pt Wayne, Indiana *il Sales Management* 34 202 Mr 1 '34
 Coalitosis shocks buyers into buying now. J. A. Berghoff *il Ptr Ink* 166 49-51 Ja 4 '34
 Cosmetic skin industry complains against Lux copy *il Ptr Ink* 167 33-4+ My 10 '34
 Fuel war wages furiously with Chicago the major battle ground. Heat & Ven 31:27 O '34
 Gas in review. *il Am Gas J* 139 9-10+ D '33
 Groucho says Build or destroy; there's no middle ground. *Ptr Ink* 168 57 JI 12 '34
 Knox fights back. *Ptr Ink* 166 18 F 15 '34
 Lux tempers, but does not abandon, "cosmetic skin" copy. *il Sales Management* 34: 473 My 15 '34
 Major Namm looks at auto ads. B. H. Namm. *Adv & Sell* 23 36 Je 21 '34
 Too hot to handle; when competitive fights become industry battles the trade association should step in. C. B. Larrabee. *Ptr Ink* 166 57-9 F 22 '34
 When a competitor follows you, advertise him! Multibestos uses business-paper space to congratulate Raybestos. *Ptr Ink* 165 68-9 N 30 '33

Credibility

Does believing mean being convinced? B. Moore. *Adv & Sell* 23 58 JI 19 '34
 Is seeing believing—in advertising? B. Moore. *Adv & Sell* 23 30 My 10 '34
 What kind of copy opens pocket books? B. Moore. *Adv & Sell* 23 24 O 11 '34

Curiosity appeal

Disappearing copy; invisible ink supplies attention hook for Frigidaire Christmas mailing piece. *Ptr Ink* 165 46 N 23 '33

Demonstrations and tests

One contest—two winners; Hudson motor company road test challenge. *il Adv & Sell* 23:30 Ag 2 '34

Dramatic quality

Animals and Standard Oil. P. H. Erbes, Jr. *il Ptr Ink* 168:56-7, 60-1 Ag 2 '34
 Are we selling entertainment or merchandise? J. L. McPeak. *il Adv & Sell* 22:30+ Ja 18 '34
 Dentists are people, too. *il Ptr Ink* 167:93-4 Je 21 '34
 Imagination dramatizes the most humdrum of products; Armco Ingot Iron. W. E. McFee. *il Ptd Salesmanship* 62:188-9 N '33
 News copy in business papers; American Bernberg. *il Ptr Ink* 166:88+ Ja 25 '34
 Speeding up industrial copy with action. W. E. McFee. *il Ptr Ink* 166:37+ Mr 8 '34

Emotional appeal

What makes women buy? H. G. Rees. *Adv & Sell* 23:28+ S 13 '34

Fashion appeal

Converter goes to retailer in style campaign; Allied kid company. R. E. Binger. *il Ptr Ink* 168:37+ S 20 '34
 Swagger styles strike a modern note in apparel merchandising; Pioneer belts. M. M. Dreyfus. *il Ptd Salesmanship* 62:180-1+ N '33

Fear appeal

Bystander reviews the passing parade of the lame, the halt and the blind, chart of advertised ills and ailments. J. Garth. *pl Ptd Salesmanship* 63:89, 93 Ap '34
 Fear begets no friendships. A. H. Little. *Ptr Ink* 166:49, 52-4 Mr 15 '34
 Morituri te salutamus; but still we hate you. A. H. Little. *Ptr Ink Mo* 29:23-4 S '34
 Plagues; clearing-house of advertising diseases and their promulgators. *Ptr Ink* 169:63-4 O 11 '34

Handicraft appeal

Nothing jaded in this appeal, Admiration cigars. *il Ptr Ink* 166:94 F 1 '34

Health appeal

Must we have meals from the medicine chest? J. Dough. *il Ptr Ink Mo* 28 23-4 Mr '34
 New campaign to sell bread financed by General Mills for bakers' benefit. *il Ptr Ink* 166:61-2 Mr 15 '34

Historical appeal

1882; insulation company is dramatizing fifty-two years of service to rail executives. *il Ptr Ink* 169 40 O 11 '34
 New York Life advertises. *il Ptr Ink* 168:24 Ag 2 '34
 Selling real estate confidence; trust company advertising program. *il Ptr Ink* 165:76-7+ N 16 '33

Human interest appeal

Bring back romance to spending! R. McInerney. *il Nation's Business* 22 37-8+ JI '34
 Tex Bayless; his salesmanship and that of other agents theme of forceful insurance copy. *il Ptr Ink* 167 68 Ap 12 '34

Humor

See Advertisements, Humorous

Language

Happy ending; an examination of sentence-structure principles. A. H. Little. *Ptr Ink* 168:37+ JI 5 '34
 How Harwood helped; revising Holy Writ, left a lesson on how not to write. A. H. Little. *Ptr Ink* 167:17-18+ Ap 5 '34

Length

Hard-working copy. M. K. Powers. *Ptr Ink* 169:33-5 O 4 '34
 Industrial copy; whether it should be long or short depends on desired objective. *Ptr Ink* 166:68 Mr 29 '34

Local pride appeal

Pepperell applies maxim that promotion begins at home; community campaign for rayon weaving unit. *il Textile World* 84: 1076 My '34
 Pepperell's home-town campaign. *il Ptr Ink* 167:81-2 Ap 12 '34
 This advertising has story for home folks; Pierce-Arrow would sell more cars in Buffalo. *il Ptr Ink* 166:76-7 F 15 '34

Negative appeal

Advertising copy that kicks back; copy which slurs advertising or harms an industry. M. K. Powers. *Ptr Ink Mo* 28:19+ Ap '34
 There's method in madness of Mr Fox; why General Foods uses current bran copy. *il Ptr Ink* 167:72-3 Ap 12 '34

See also

Advertising copy—
 Fear appeal

News interest

Blue Eagle timing; Paris garter keys new and extensive advertising campaign to renewed public interest in NRA. *il Ptr Ink* 166:37-8 Mr 15 '34

ADVERTISING copy—News interest—*Continued*
Macy's knee action. *Il* Ptr Ink 166:55 Ja 18 '34

Mr Reglar reads advertising and knows his 1933; how copy echoed front-page headlines. J. O. Nilan and A. C. Coe. *Il* Ptr Ink Mo 28:27-30+ Ja '34

Pictures suitable for framing make valued advertising pieces; de luxe folders of Associated oil co, San Francisco. R. L. Smith. *Il* Ptd Salesmanship 63:284-5 Ag '34

Seth Parker launches world cruise; national advertisers to accompany him. B. A. Grimes. *Il* Ptr Ink 165:29+ N 16 '33

Tell how you help your community and help your own business. E. L. Barringer. Nat Pet N 25:11 N 22 '33

Value of news in bank advertising. I. I. Sperling. Am Bankers Assn J 27:76-7 Jl '34

Pleasure appeal

Grandma Jones, buyer; good living as theme for modern advertiser. C. B. Larrabee. Ptr Ink 167 29+ My 3 '34

Price appeal

Dividend—not price cut; Garcia Grande makes store tests before advertising 50 per cent reduction. J. Klorfein. *Il* Ptr Ink 168:25-6 S 20 '34

Price buyers begin to ask, which, at this price, offers the most value? Caterpillar tractor company cites a case of government purchasing which resulted in a price folder. G. M. Walker. *Il* Ptd Salesmanship 63:76-7 Ap '34

Price changes

Even price changes make sales letters. M. L. Harter. Ptr Ink 166:57, 60-2 Mr 8 '34

Price justification

Advertising to justify rates, nine important points to be stressed in informing public opinion on the relative cheapness of electric service. A. B. West. *Il* Elec W 103: 408-9 Mr 17 '34

Pride appeal

Copy problems; Weston photographic exposure meter. *Il* Ptr Ink Mo 29:34 N '34

Making Main street "want it" M. Dana. *Il* Adv & Sell 22:19+ Mr 15 '34

Mrs Modern's range; American stove company's current campaign goes to gay nineties for copy theme. *Il* Ptr Ink 166:50 F 15 '34

Quality appeal

Blue Eagle timing; Paris garter keys new and extensive advertising campaign to renewed public interest in N.R.A. *Il* Ptr Ink 166:37-8 Mr 15 '34

Copy problems; du Pont finishes. *Il* Ptr Ink Mo 29:37 Ag '34

It's time to trade up. L. Valenstein. Ptr Ink 166:17-18+ Mr 15 '34

Low obsolescence becomes a selling point; Weston electrical instrument corporation. E. F. Weston. Ptr Ink 165:12-13 N 23 '33

National Dairy starts \$1,500,000 drive for approved ice cream. *Il* Sales Management 34:285 Ap 1 '34

So this is grade A milk! *Il* Ptr Ink 169:80-1 O 11 '34

Yes, women will respond to brand advertising; S.V.M. hosiery campaign. M. Higley. *Il* Ptr Ink 168:26-6+ S 6 '34

Quotations

Phrase-lifting as copy oasis; thoughts of Kipling, Stevenson and the like may be used in writing advertisements. B. W. Williams. Ptr Ink 167:17-18 Je 28 '34

Save the quotes for dialog; lift not the gems of others, but rather write your way. A. H. Little. *Il* Ptr Ink 169:41-2+ O 18 '34

Reason appeal

Advertising success story; Dr. Lyon's. H. A. Weissman. *Il* Ptr Ink 167:7+ Ap 26 '34

Better than home-made; reason-why copy in campaign by apple sauce canners. *Il* Ptr Ink 165:72-3 D 28 '33

To sell life's essentials, tell women facts. M. Y. Taylor. Ptr Ink 168:65-6+ Jl 19 '34

Why some women distrust all advertising; not sufficiently informative. A. Edwards. Ptr Ink 167:44-6 My 31 '34

Recipes

See Advertisements—Cook books and recipes

Service appeal

Copy problems; American Cyanamid *Il* Ptr Ink Mo 29 28 O '34

Specialization

Why not advertising copy from an editorial slant? answers by the editors of leading magazines. E. M. Oren. *Il* Ptd Salesmanship 63:226-9, 262, 295-6+ Jl-Ag '34

Style

Cobbett for copy writers. E. M. Oren. Ptd Salesmanship 64:68-70, 86 O '34

Un-sinned sins; flour advertisement as certain famous authors might have written it. G. Blake. *Il* Adv & Sell 23:22+ My 24 '34

Teaser copy

Biggest kidnap scheme they ever saw, automatic washer uses ingenious theme in successful new dealer campaign. *Il* Ptr Ink 165 13+ D 28 '33

Teaser copy in Uruguay. *Il* Ptr Ink 167 88-9 Ap 26 '34

Testimonials

Copy problems; Cannon Mills towels; advertising campaign, directed at the hotel trade. *Il* Ptr Ink Mo 29 31 S '34

Satisfied customers speak out in meeting; Letz manufacturing co. machinery for grinding roughage into feed. *Il* Ptr Ink 166:57-8 Mr 29 '34

Testimonial flare back; Crawford Burton and Camel cigarettes. Ptr Ink 169:12 N 8 '34

Testing

See Advertisements—Testing

Themes

Memory fodder; copy needs something that will stick in reader's mind. M. K. Powers. Ptr Ink 168 13, 16-18 Ag 23 '34

13,821 tests prove the basic theme most important factor in advertising. H. C. Link. Adv & Sell 22:30+ Ap 26 '34

Thrift appeal

Economy keynote of Purol advertising. *Il* Ptr Ink 166:106 Mr 15 '34

Ten thousand prospects tell how to write booklets; Koppers test newspaper copy. W. T. Laing. *Il* Ptr Ink Mo 29:27-8+ Ag '34

Use appeal

Product use, basis of this industrial advertising. *Il* Ptr Ink 168:75-6 Ag 16 '34

Showing the dealer how; three types of solicitations which bring sales from undeveloped fields for cheesecloth. *Il* Ptr Ink 167:65-6 Je 7 '34

ADVERTISING copy writers

Books for advertisers; the Bible, Your money's worth, American weekly and March's Thesaurus get some votes. Ptr Ink 169:65-6+ N 8 '34

Copy by artists. Ptr Ink 167:12 My 3 '34

Fever and its place in copy. G. R. Ashbey. Ptr Ink 167:97-8 Ap 26 '34

He got a job and made good. Ptr Ink 167: 51-2 My 17 '34

Hurry up copy and its evils. T. H. Thompson. Ptr Ink 168:65+ S 20 '34

If Einstein were a writer of advertising. H. M. Bourne. Ptr Ink 167:28+ Ap 5 '34

In replying to an inquirer—why not be human and kind? W. J. Weir. Ptr Ink 168: 77+ S 13 '34

Look out for old Cui Bono! T. H. Thompson. Ptr Ink 169:73+ O 11 '34

ADVERTISING copy writers—Continued

Prep school for copy cubs. S. H. Birchall. II Adv & Sell 22:27+ Mr 1; 21+ Mr 15 '34
Salesman can learn from copy writer and vice versa. R. Surrey. Ptr Ink 167:92-7 My 24 '34

ADVERTISING cut-outs

Dole sales increase as sales of related products increase, pineapple juice copy says a good word for orange and tomato juice. A. Leonard. II Ptd Salesmanship 62:238-40 D '33
Some die-cut ideas. II Ptr Ink Mo 29:56-7 S '34

Two action campaigns that led up to a successful climax; dramatic mailing pieces in the Majestic refrigerator and radio campaigns. G. E. Mitchell. II Ptd Salesmanship 62:174-6 N '33

Unusual displays. II Ptr Ink 167:50 Je 14 '34

ADVERTISING departments

Advertising department that operates as an advertising agency; U. S. gypsum company. A. R. Barkley. Ptd Salesmanship 63:117-18 My '34
How industrial advertising and sales departments are organized Adv & Sell 23:28 S 27 '34

Save the pennies and the budget will take care of itself. H. M. Hitchcock. Ptr Ink 165:61-3 N 23 '33

See also

Advertising managers

ADVERTISING ethics

Advertising censorship from newspaper viewpoint. D. Bridge. Ptr Ink 169:37-8 O 11 '34

Advertising copy that kicks back; copy which slurs advertising or harms an industry. M. K. Powers. Ptr Ink Mo 28:19+ Ap '34

Advertising for profit A. D. Lasker Adv & Sell 23:22 S 27 '34

Advertising must fight, as well as clean up. G. Hodges. Ptr Ink 167:33-4+ Ap 19 '34

Advertising needs cleaning from within. Ptr Ink 167:7-8+ Ap 5 '34

Advertising's role in this transitional period. J. Rorty. Ptr Ink 166:12-13+ F 15 '34

Agency men invite, and get, cracks on chin. G. A. Nichols. Ptr Ink 167:25-6 My 31 '34

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| Bearing metals | Platinum alloys |
| Brass | Silicon alloys |
| Bronze | Silver alloys |
| Cadmium alloys | Solutions, Solid |
| Copper alloys | Steel alloys |
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Roxer Adams elected president for 1935. Oil Paint & Drug Rep 124:15+ D 25 '33

Paint and varnish division

Annual meeting, Cleveland; abstracts of papers. Oil Paint & Drug Rep 126:38 S 17; 34A O 22 '34

Petroleum division

Meeting, Cleveland, Sept. 11-12. Oil & Gas J 33:8+ S 20 '34; Nat Pet N 26:28B-28D+ S 19 '34

AMERICAN city planning institute

Conference, Chicago, June 15-16. Eng N 113:25 Jl 5 '34

AMERICAN civic association

Meeting, St. Louis, Oct 22-24. Eng N 113:569+ N 1 '34

AMERICAN college of life underwriters

Changes made. Nat Underw (Life ed) Daily ed 38:3+ S 27 '34

AMERICAN college publicity association

Proceedings of the fifteenth annual convention, Cleveland, Ohio, June 28-30, 1934. 149p pa \$1 R. H. McNeil, Virginia polytechnic institute, Blacksburg, '34

AMERICAN colony insurance company

Merger finally is completed Spectator 132 18 Mr 29 '34

AMERICAN commercial alcohol company

Pool probed. Barron's 14 5 F 19 '34

AMERICAN concrete institute

Annual meeting, Toronto, Feb. 20-22. Eng N 112:294-7 Mr 1 '34, Concrete 42:9-10 Mr '34; Rock Prod 37:47 Mr '34; Am Concrete Inst J 5:sup[news letter] 1-9 Mr '34

President's address S. C. Hollister. Am Concrete Inst J 5 247-50 Mr '34

AMERICAN cotton manufacturers' association

Annual convention, 38th, Charleston, S. C. Textile World 84 1038-41 My '34; Comm & Fin 23 365 Ap 25 '34

AMERICAN cotton shippers association

Annual meeting, Memphis, April 27-28. Comm & Fin 23:385 My 2 '34

AMERICAN cyanamid company

Report, 1933 Oil Paint & Drug Rep 125:21 Mr 26 '34

Selected opportunities in favored industries. Mag of Wall St 53 561 Mr 17 '34

AMERICAN drug manufacturers' association

Annual convention, 23d, White Sulphur Springs Oil Paint & Drug Rep 125 17+ Ap 23, 21, 23-6+ Ap 30 '34

AMERICAN electroplaters' society

Annual convention, 22d, Detroit, June 11-14. Metal Ind 32 191-4, 229-31, 276 Je-Ag '34; Platers' Guide 30 9-10 Je '34

AMERICAN engineering council

Annual meeting, Washington, Jan 11-13 Eng N 112:94-5 Ja 18 '34, Mech Eng 56 96-7 F '34

Engineers and the government; the purpose and program of the American engineering council. F. M. Feiker Mech Eng 56 271-2 My '34

AMERICAN federation of labor

A. F. of L. and the NIRA P. Adams Nation's Business 22 44+ My '34

American federation of labor, critical analysis, and an answer to the question, will there be a labor revolution under NRA? Il Fortune 8 80-6+ D '33

American federation of labor in oil Nat Pet N 26 22+ Ag 29 '34

A. F. of L. stunned by Detroit terms il Business Week p10-11 Ap 7 '34

Annual meeting, 53d, Washington, Oct. 2-13. Monthly Labor R 37 1120-31 N '33

Company unions and the A. F. of L. C. M. Wright. Nation's Business 22:21-2+ Ap '34

Kohler strike. Business Week p12-14+ Ag 18 '34

Labor keeps to the right. Business Week p11-12 Ag 18 '34

Labor leaders would rule; passage of Wagner bill would vest vast political and economic powers in the American federation of labor. Automotive Ind 70:360-1 Mr 24 '34

Labor rebellion; seceding automobile workers attack A. F. of L. do nothing policy. Business Week p16 Ag 18 '34

Labor rides high; American federation of labor approaches its 54th convention. Business Week p6-7 S 29 '34

AMERICAN federation of labor—Continued

One big union; radicals and conservatives in A.F. of L. automobile unions compromise. Business Week p10-11 J1 7 '34
 Strikes hurt A. F. of L. Business Week p7 J1 28 '34

AMERICAN federation of utility investors

Security owner wakes up. J. H. Kelleghan. Pub Util 13 511-17 Ap 26 '34
 Utility holders unite in national organization. Gas Age 73 65 Ja 20 '34

AMERICAN foundrymen's association

Annual meeting, 38th, Philadelphia, Oct. 22-26. Iron Age 134 25-33+ N 1 '34; Foundry 62:18-21+ N '34; Metal Ind 32:369-72 N '34; Steel 95:13-14, 40-2 O 29; 66-7 N 5 '34

AMERICAN gas and electric company

Among the strongest utilities. F. C. Fullerton. Mag of Wall St 53 507+ Mr 3 '34

AMERICAN gas and power company

Control changes. Gas Age 74:257 S 22 '34

AMERICAN gas association

Address of the president A. Hewitt. Am Gas Assn Proc 1933 29-32, Same Am Gas Assn Mo 15:403-4+ O '33

A.G.A. family tree. L. Hilt. Am Gas J 140:38 My '34

A.G.A.—now and tomorrow. F. W. Parsons. Gas Age 73:101-2+ F 3 '34

Annual distribution conference, 11th, Detroit, April 9-10. Gas Age 73 369-72 Ap 21 '34

Annual meeting, 16th, Atlantic City, Oct. 28-Nov. 1. Gas Age 74:383-6+, 403-18+ N 3-10 '34, Am Gas Assn Mo 16:375-9 N '34; Steel 95:63-4+ N 5 '34

Association's job A. Forward. Am Gas Assn Proc 1933 32-5; Same Am Gas Assn Mo 15 411-13 O '33

Association's work A. Forward. Am Gas Assn Mo 16:386-7 N '34

Hotel and restaurant symposium held at Pittsburgh. Gas Age 73 275-6 Mr 24 '34

Industrial gas utilization technical helps available through A.G.A. F. B. Jones. Am Gas Assn Mo 16 132-3 Ap '34

New directors and chairmen; portraits. Am Gas Assn Mo 16:382 N '34

New officers named by committee. Gas Age 74:133-4 Ag 11 '34

Officers for 1933-34; portraits. Gas Age 74:356 O 27 '34

Production and chemical men hold joint conference, New York, May 21-22. Gas Age 73 523-6+ Je 2 '34

Appliance testing laboratory

Appliance testing and laboratory operations. R. M. Conner. Il Am Gas Assn Mo 16. 76-9+ Mr '34

Development and progress of the A.G.A. testing laboratory. R. M. Conner. Il Am Gas J 140:120-2+ My '34

Importance of research in development of A. G. A. standards. F. O. Suffron. Il Am Gas Assn Mo 16 260-2+ Ag '34

New approval and listing requirements approved as American standards. F. R. Wright. Il Am Gas Assn Mo 16:407-9 N '34

Notes on the visit of the Institution of gas engineers to Canada and the United States of America, 1933. F. J. Dent. Gas J (Lond) 208:142-3 O 10 '34

Revised policies adopted governing extension of A.G.A. laboratory approvals. Am Gas Assn Mo 16:224 J1 '34

Natural gas department

Annual meeting, Chicago, Sept. 25. Am Gas Assn Proc 1933:153-209

AMERICAN gas journal (periodical)

Boswell of the gas industry. H. M. Riley. Il map Am Gas J 140:15-25 My '34

AMERICAN gear manufacturers' association

Annual meeting, 18th, Wilkesburg, Pa. May 3-4. Iron Age 133:34A-34D My 10 '34; Steel 94:50+ My 14 '34; Mach 40:618 Je '34

Semi-annual meeting, 17th, Milwaukee, Oct. 22-23. Iron Age 134:45-7 N 1 '34; Am Mach 78:772c N 7 '34; Steel 95:29 O 29 '34

AMERICAN geophysical union

Annual meeting, 15th, Washington, D.C. April 26-28. Science 80:119-21 Ag 3 '34

AMERICAN houses, incorporated

Prefabrication of houses. Il plans Arch Forum 60:277-82 Ap '34

AMERICAN I. G. chemical corporation

Report for fiscal year ended March 31, 1934. Oil Paint & Drug Rep 125:22 Je 4 '34

AMERICAN institute for endowments

New organization formed to aid college endowments. Trust Companies 58:645 My '34

AMERICAN institute of actuaries

Annual meeting, Chicago. East Underw 35:3+ Je 15 '34, Nat Underw (Life ed) 38:1+ Je 15, 2 Je 22 '34, Spectator 132:20 Je 14 '34

Meeting, Chicago, Nov. 1-2. East Underw 35:5-6, 8+ N 9 '34; Nat Underw (Life ed) 38:1+ N 9 '34; Spectator 133:12-13+ N 8 '34

AMERICAN institute of architects

Annual convention, 66th, Washington, D.C. May 16-18. Am Arch 144:12, 136-7 J1 '34

AMERICAN institute of banking

Annual convention, 32d, Washington, June 11-14. Bankers M 129 99-106 J1 '34

Bank clerks of 1903, American institute of bank clerks first annual convention Il Am Bankers Assn J 26 88 My '34

Nation-wide survey of opportunities for direct study of corporate fiduciary functions. Trust Companies 58 293-311 Mr '34

AMERICAN institute of chemical engineers

Annual meeting, 26th, Roanoke, Va., Dec 12-14. Chem & Met Eng 40 629-30 D '33

Chemical engineering as a profession. J. C. Olsen and others. pors Am Inst Chem Eng Trans v 28:299-329 '32

Semi-annual meeting, 26th, New York, May 14-16. Oil Paint & Drug Rep 125:22+ My 21 '34

AMERICAN institute of electrical engineers

Annual meeting, Hot Springs, Va. Elec W 104: 3-8 J1 7 '34; Elec Eng 53 1225-35 Ag '34

Annual winter convention, New York, Jan. 23-26. Elec Eng 53:350-7 F '34; Elec W 103: 176-87 F 3 '34; Power Pl Eng 38 137-9 Mr '34

Charles Proteus Steinmetz and the American institute of electrical engineers. D. C. Jackson. Science 79 511-15 Je 8 '34

Committees formed for 1934-1935 activities. Elec W 104 220 Ag 18 '34

Fiftieth anniversary of the A I E E. J. B. Whitehead and others. pors Elec Eng 53:643-90 My '34

Formation of the Institute and the enrolling of its charter members, list of charter members, long-standing officers, committee chairmen, etc. Elec Eng 53:822-5, 828-35 My '34

Great names behind the Institute; past presidents and other officers, honorary members and medallists. pors Elec Eng 53:786-821 My '34

Groups on which the Institute is represented; chart of Institute committees. Elec Eng 53 826-7 My '34

Insight into the workings of the Institute. J. A. Johnson. Elec Eng 53:1039-46 J1 '34

Institute on its 50th anniversary. J. B. Whitehead. Elec Eng 53 1143-5 Ag '34

National officers newly elected for the year 1934-35; portraits. Elec Eng 53 1038 J1 '34

Officers and committees for 1934-35, local sections and student branches. Elec Eng 53:1332-5 S '34

Report of the board of directors. Elec Eng 53: 1095-1107 J1 '34

Section and branch activities summarized in annual report for 1933-34. Elec Eng 53:1027-9 Je '34

Statement of policy governing acceptance of Institute papers from nonmembers. Elec Eng 52:930 D '33

Story of the Institute budget. E. B. Meyer. Elec Eng 53:375-81 Mr '34

Toward the making of a profession. W. E. Wickenden. Elec Eng 53:1146-8+ Ag '34

AMERICAN Institute of graphic arts

Sponsors educational program of industry. Inland Ptr 93:18 JI '34

AMERICAN Institute of mining and metallurgical engineers

Amendments to the by-laws. Min & Met 15:459 N '34

Annual meeting, 143d, New York, Feb. 19-22. Min & Met 15:127-60 Mr '34; Iron Age 133: 28G-28H, 29-31 Mr '34; Steel 94:37 F 26 '34; Coal Age 39:101-2, 105-7 Mr '34; Eng & Min J 135:103-10 Mr '34, Rock Prod 37:56-61 Ap '34

Meeting, New York, Oct. 1-5; abstracts of papers. Iron Age 134:27-34 O 11 '34

Nominating committee presents sketches and portraits of candidates. Min & Met 14:496-8 D '33

Preliminary report of the committee to study student relations. J. A. Carpenter. Min & Met 15:64-5 Ja '34

Year book. Min & Met 15:1-105 sec 2 Ja '34

Coal division

Annual meeting, New York, Feb. 19-21. Min & Met 15:136-7 Mr '34

Fall meeting, State College, Pa. Oct. 19-20. Coal Age 39:429-31 N '34; Min & Met 15:496-8 D '34

Joint meeting of the Coal division and Ohio section, Columbus, Oct. 27-28. Coal Age 38:374 N '33

Institute of metals division

Annual meeting, New York, Feb. 20-22. Metal Ind 32:81-4 Mr '34; Min & Met 15: 137-8 Mr '34

Fall meeting, New York, Oct. 1-5. Min & Met 15:455-6 N '34

Iron and steel division

Annual meeting, New York, Feb. 19-22. Min & Met 15:145 Mr '34

Fall meeting, New York, Oct. 1-5. Min & Met 15:455-6 N '34

Mineral industry education division

Annual meeting, New York, Feb. 18-20. Min & Met 15:141-2 Mr '34

Petroleum division

Annual meeting, New York. Min & Met 15: 134-5 Mr '34

Fall meeting, Tulsa, Oct. 12-13. Oil & Gas J 33:14 O 18 '34; Min & Met 15:457-8 N '34

AMERICAN Institute of pharmacy

Pharmacy institute dedicates building. Oil Paint & Drug Rep 125:21+ My 14 '34

AMERICAN Institute of steel construction, Inc.

Annual convention, 12th, Chicago, Oct. 25-26. Iron Age 134:37-9 N 1 '34; Steel 95:10-12 O 29 '34; Eng N 113:571 N 1 '34

AMERICAN Institute of the city of New York

Award of the gold medal of the American Institute to General electric co. Science 79: 133 F 9 '34

Junior science clubs; meetings, Nov. 4. Science 78:452-3 N 17 '33

AMERICAN Iron and steel institute

General meeting, 43d, New York, May 24. Iron Age 133:14-15 My 31 '34; Steel 94:10-12 My 28 '34; Blast F & Steel Pl 22:321-3 Je '34

Revisions in commercial resolutions and regulations announced. Iron Age 134:86 O 25 '34

Technical committee reports on steel extras. L. S. Marsh. Iron Age 133:15+ My 24 '34; Same. Steel 94:30+ My 28 '34; Same. Blast F & Steel Pl 22:328-32 Je '34; Discussion. Iron Age 133:30-1 My 31 '34

AMERICAN liberty league

Call to action! Mag of Wall St 54:489+ S 1 '34

Effective Americanism, aim of growing organization. J. Shouse. Mag of Wall St 54: 652-3 O 13 '34

AMERICAN life convention

Agency section meeting, Chicago. Ins Field (Life ed) Conv no 63:4 O 12 '34; Nat Underw (Life ed) Conv no 38:4+ O 13 '34

American life convention. F. V. Keesling.

Spectator 131:20-1 sec 2 D 7 '33

Annual meeting, Chicago. Nat Underw (Life ed) Conv no 38:1-20 O 13 '34; Ins Field (Life ed) Conv no 63:3-22 O 12 '34; East Underw 35:1+ O 12 '34; Nat Underw (Life ed) 38:1+ O 12 '34; Spectator 133:12-13 O 11; 16-17+ O 18 '34; Weekly Underw 131: 685-91, 764-5 O 13-20 '34

Financial section meeting, Chicago. Spectator 132 16+ Mr 22 '34; Weekly Underw 130: 606 Mr 24 '34

Financial section meeting, Chicago, Oct. 9.

Ins Field (Life ed) Conv no 63:12 O 12 '34;

Nat Underw (Life ed) 38:3+ O 12 '34; Nat

Underw (Life ed) Conv no 38:16-18 O 13 '34

Industrial section meeting, Chicago. Nat

Underw (Life ed) Conv no 38:8-9 O 13 '34;

Ins Field (Life ed) Conv no 63:15 O 12 '34

Legal section meeting, Chicago. Ins Field

(Life ed) Conv no 63:13 O 12 '34; Nat

Underw (Life ed) 38:2+, 4 O 12 '34; Nat

Underw (Life ed) Conv no 38:12-13+ O 13

'34; Weekly Underw 131:597 S 29 '34

Medical section meeting, Hot Springs. East

Underw 35:14, 16+ Je 22 '34; Nat Underw

(Life ed) 38:3+ Je 15; 3-4 Je 22 '34; Spec-

tator 132:17+ Je 21 '34; Weekly Underw 130:

1200-1 Je 23 '34

AMERICAN management association

Insurance division meeting, Atlantic City, May

14-15. East Underw 35 34-6 My 18 '34; Week-

ly Underw 130:969+ My 19 '34

Let guidance speak aloud; inspired by con-

ference of American management associa-

tion. A. H. Little. Ptr Ink 167:69-72 My 31

'34

AMERICAN mathematical society

Annual meeting, Boston, Dec. 26-29, 1933.

Science 79 96 F 2 '34

AMERICAN medical association

Grants by the Committee on scientific re-

search Science 80 203-4 Ar 31 '34

Scientific exhibit, Cleveland. Science 80:28 JI

13 '34

AMERICAN metal company

American Metal earnings up Econostat 1.

13, 32 N 18 '33

AMERICAN meteorological society

Annual meeting, Boston, Dec. 28-29, 1933.

Science 79:98-9 F 2 '34

AMERICAN mining congress

Annual meeting, 36th, Washington, Dec. 13-16.

Min Cong J 20:16-18+ Ja '34; Coal Age

39:15-16+ Ja '34

Bureau of mines committee activities Min

Cong J 20:46-7 F '34

Coal division, 11th annual meeting, Cincin-

nati, May 7-11. Min Cong J 20:27-8 Je

'34

Portraits of officers and members of the con-

vention program committee. Min Cong J 20:

38-45 My '34

Secretary Ickes replies to Bureau of mines

committee's recommendations Min Cong J

20:19+ Mr '34

Western division convention chairmen, com-

mittee and national board members. pors

Min Cong J 20:15-17 S '34

Western division

Annual meeting, San Francisco, Sept. 24-29.

Eng & Min J 135:466-7 O '34; Min Cong J 20:

21+ O; 38-47 N '34

AMERICAN museum of natural history

Hayden planetarium of the American museum

of natural history. Science 79:27 Ja 12 '34

Work of the American museum of natural

history. F. T. Davison. Science 80:106-8 Ag

3 '34

Hall of the natural history of man

Basic patents in nature. W. K. Gregory.

Science 78:561-6 D 22 '33

Scarritt expeditions

Scarritt expeditions of the American museum

of natural history, 1930-34. G. G. Simpson.

Science 80:207-8 Ag 31 '34

AMERICAN newspaper publishers' association

Convention. Ptr Ink 167:45-7 Ap 26; 77, 80-1

My 3 '34

AMERICAN oil burner association

Annual meeting, 11th, Philadelphia, March 5-9. Heat & Ven 31:50-1 Ap '34; Dom Eng 143:79-80 Ap '34

AMERICAN oil chemists' society

Fall meeting, Chicago, Oct. 12-13. Can Chem & Met 17:224-5+ N '33

AMERICAN ornithologists' union

Semi-centennial meeting, New York, Nov. 13-16. Science 78:549 D 15 '33

AMERICAN paint and varnish manufacturers' association (now National paint, varnish and lacquer association)

Annual meeting, 7th, Chicago, Oct. 30-31. Oil Paint & Drug Rep Extra ed 124:43-51 N 16 '33

AMERICAN paper and pulp association

Annual meeting, 57th, New York. Paper Tr J 98:37-57 F 22 '34

Review of Association activities. S L Willson. Paper Tr J 98:24+ Mr 8 '34

AMERICAN petroleum institute

Complying with A.P.I. specifications. J. E. Pew. Am Pet Inst Proc 14(4):100-2 N '33
Institute's various activities render valuable service to every branch of oil industry. W. R. Boyd, jr. Oil & Gas J 33:33-44 My 31 '34

Mid-continent district of Production division annual meeting, Oklahoma City, Feb. 15-16. Oil & Gas J 32:18+ F 22 '34

Mid-year meeting, 4th, Pittsburgh. Oil & Gas J 33:6-7+ My 31 '34

Southwestern district of Division of production annual meeting, Fort Worth, Texas, April 20-21. Oil & Gas J 32:10+ Ap 26 '34

AMERICAN pharmaceutical association

Annual convention, 82d, Washington, D.C. Oil Paint & Drug Rep 125:21+ My 14 '34

AMERICAN pharmaceutical manufacturers association

Annual meeting, 27th, Chatham, Mass. June 25-29. Oil Paint & Drug Rep 126:25-6+ JI 2; 41-2 JI 9 '34

AMERICAN philosophical society

Grants, 1933-1934. Science 79:387-8 Ap 27 '34
Special libraries of Philadelphia. Special Lib 25 82 Ap '34

AMERICAN physical society

Early days of the physical society. E Merritt. pors R Sci Instr 5 143-8 Ap '34
Meeting, 1934, Ann Arbor, June 28-30. Science 80:201 Ag 31 '34

AMERICAN phytopathological society

Annual meeting, 25th, Boston, Dec 28-30, 1933. Science 79:105 F 2 '34

AMERICAN psychological association

Meeting of the New York branch, April 7. Science 79:312-13 Ap 6 '34

AMERICAN public health association

Convention, Indianapolis, Oct. 9-12. Monthly Labor R 37:1377-84 D '33

AMERICAN pulp and paper mill superintendents' association

Annual convention, 15th, June 20-22. Paper Tr J 98:23-8+ Je 28 '34

AMERICAN radiator and standard sanitary corporation

Modernization pays; American Radiator in tieup with government campaign. Business Week p12 N 10 '34

Speculative audit; favorable and unfavorable factors affecting common-stock values. Barron's 13:14 D 18 '33

AMERICAN railway association (now Association of American railroads)**Electrical section**

Annual meeting, Philadelphia, Oct. 25. Ry Age 97:581-2, 617-18 N 10-17 '34

Freight claim division

Annual meeting, 43d, New York, May 22-24. Ry Age 96:810-13 Je 2 '34

Mechanical division

Committees report at Chicago meeting, June 27-28. Ry Mech Eng 108:217-48 JI '34; Ry Age 96:967-74 Je 30 '34

Suggests revival of mechanical conventions. Ry Mech Eng 108:215-17 JI '34

Purchases and stores division

Busy year for the supply division. G. E. Scott. Ry Age 96:883-5 Je 16 '34
General committee meeting, Chicago, June 8. Ry Age 96:886-92 Je 16 '34

Safety section

Annual meeting, 14th, Cleveland, Oct. 2-4. Ry Age 97:437-41 O 13 '34

Signal section

Annual meeting, 40th, Chicago, March 12-13. Ry Age 96:413-17 Mr 17 '34

Telegraph and telephone section

Annual meeting, 16th, Chicago, June 12-14. Ry Age 96:918-20 Je 23 '34

AMERICAN railway bridge and building association

Convention, 41st, Chicago, Oct. 16-18. Ry Age 97:508-12 O 27 '34

AMERICAN railway development association

Semi-annual meeting, 25th, Chicago, Dec. 7-8. Ry Age 95:851-2 D 16 '33

AMERICAN railway engineering association

Annual meeting, 35th, Chicago, March 13-14. Ry Age 96:396-412 Mr 17 '34; Eng N 112:386-8 Mr 22 '34

AMERICAN railway magazine editors association

Semi-annual meeting, Cleveland, Oct. 2. Ry Age 97:450 O 13 '34

AMERICAN reserve insurance company

Statement, 1923. East Underw 35 30 Mr 16 '34; Ins Field (Fire ed) 63 28 Mr 8 '34; Spectator 132:21 Mr 29 '34; Weekly Underw 130:487 Mr 10 '34

AMERICAN road builders' association

Annual meeting, 31st, Chicago, Jan. 22-25. Eng N 112:147-8, 152 F 1 '34; Can Eng 66:15-17 Ja 30 '34; Concrete 42:18 F '34

AMERICAN rolling mill company

5% conv. gold notes '38. S. Devlin. Mag of Wall St 53:344 Ja 20 '34

Nine stocks in favored position. Mag of Wall St 54:34-5 Ap 28 '34

Report, 1933. Barron's 14 10+ Ap 2 '34

Research activities. Il Am Cer Soc Bul 12:350 D '33

AMERICAN short line railroad association

Annual meeting, 20th, Milwaukee, Wis. Aug. 6-7. Ry Age 97:210 Ag 18 '34

AMERICAN smelting and refining company

American smelting co gets F.T.C. complaint. Iron Age 133:35 F 22 '34

Federal trade commission charges it with violation of the Clayton act. Min Cong J 20:40 Mr '34

Helped by inflation. G. L. Merton. Mag of Wall St 55:32-3+ O 27 '34

What's behind the move in metal and smelting shares? E. A. Barnes. Mag of Wall St 53:134-6 N 25 '33

AMERICAN society for metals (formerly American society for steel treating)

Annual convention, New York, Oct. 1-5. Steel 95:34+ O 22; 33-6+ O 29; 34, 36+ N 5 '34; Metal Prog 26:17-20+ N '34

Society for metals dates back to war period. Steel 95:75+ S 24 '34

AMERICAN society for testing materials

Annual meeting, 37th, Atlantic City, June 25-29. Eng N 113:18-19 JI 5; 51-4 JI 12 '34; Foundry 62:16-17+ JI '34; Iron Age 134:41-2, 42A-42B JI 5 '34; Metal Ind 32:240-1 JI '34; Ry Age 97:21-2 JI 7 '34; Steel 95:40+ JI 2; 30, 32 JI 9 '34

Committee meetings, Washington, D. C. March 5-9. Eng N 112:368 Mr 15 '34; Foundry 62:56 Mr '34; Iron Age 133:35-6 Mr 15 '34; Metal Ind 32:125 Ap '34; Steel 94:44+ Mr 19 '34

Spring regional meeting, Washington, D.C. March 7. Eng N 112:383-4 Mr 22 '34; Steel 94:44 Mr 12 '34

AMERICAN society of bakery engineers

Annual meeting, Chicago, March 15. Food Ind 6:184 Ap '34

AMERICAN society of civil engineers

Annual meeting, 81st, New York, Jan. 17-20. Eng N 112:117-20 Ja 25 '34; Civil Eng 4:103 F '34

Annual report of the Board of direction for the year ending December 31, 1933. Am Soc C E Proc 60:supl-22 F '34

Joint meeting with Engineering institute of Canada, Vancouver, July 11-13. Eng N 113: 83-6 Jl 19 '34

Matters of etiquette for writers; contributions to Proceedings subject to rational regulations. Civil Eng 4:549-50 O '34

AMERICAN society of heating and ventilating engineers

Annual meeting, 40th, New York, Feb. 5-9. Heat & Ven 31:35-42 Mr '34; Heating-Piping 6:132-46 Mr '34; Power 78:152-3 Mr '34; Dom Eng 143:97-8 Mr '34

Report of the committee on research for 1933. G. L. Larson and F. C. Houghten. Heating-Piping 6:89-93 F '34

Semi-annual meeting, Buck Hill Falls, Pa. June 19-22. Dom Eng 144:77-8+ Jl '34; Heat & Ven 31:37-8+ Jl '34; Power 78: 419 Jl '34; Heating-Piping 6:359-68 Ag '34

Society goes around the world; portraits and sketches of some foreign members. Heating-Piping 6:447-8 O '34

AMERICAN society of mechanical engineers

Annual meeting, 54th, New York, Dec. 4-8. Mech Eng 56:33-41+ Ja '34; Am Mach 77: 779-81 D 6 '33; Automotive Ind 69:730-2 D 16 '33; Power 77:684-98 Mid-D '33; Power Pl Eng 37:532-7; 38:62-6 D '33-Ja '34; Steel 93:26+ D 11 '33; Mech Eng 56:33-41+ Ja '34; Foundry 62:38+ Ja '34

Junior member; a study of his relations to the American society of mechanical engineers. Mech Eng 56:210-12 Ap '34

Oil and gas power division

Annual meeting, 7th, State College, Pa. June 20-23. Power 78:418-19 Jl '34

Printing Industries division

Annual conference, 5th, Philadelphia, Oct. 8-9. Mech Eng 56:703-4 N '34

Textile division

Annual meeting, New York, Dec. 6. Textile World 83:2186 D '33

AMERICAN society of municipal engineers

Annual meeting, 40th, Rochester, N.Y. Sept. 24-27. Pub Works 65:34 O '34

Public works officials and municipal engineers set up joint secretariat at Chicago. Eng N 113:443 O 4 '34

AMERICAN society of naturalists

Semi-centennial. Science 78:549-50 D 15 '33

AMERICAN society of parasitologists

Annual meeting, 9th, Boston, Dec. 28-30, 1933. Science 79:103 F 2 '34

AMERICAN society of plant physiologists

Annual meeting, 10th, Boston, December, 1933. Science 79:105-7 F 2 '34

AMERICAN society of refrigerating engineers

Annual meeting, 29th, New York, Dec. 6-8. Refrig W 68:16-21 D '33

Audit, Sept. 1, 1932 to Aug. 31, 1934. Refrig Eng 28:264-5+ N '34

AMERICAN society of tropical medicine

Officers. Science 78:527-8 D 8 '33

AMERICAN society of zoologists

Annual meeting, 31st, Boston, Dec. 28-30, 1933. Science 79:101-2 F 2 '34

AMERICAN standards association

Building code activities. P. G. Agnew. II Arch Rec 75:488-93 Je '34

Cooperation between ASA and Bureau of standards. Safety Eng 67:220 My '34

New memberships. Science 80:224 S 7 '34

Standards group enjoying growth. Steel 95:46 Jl 16 '34

Wider recognition of need for standards marks important year for ASA. C. M. Chapman. Ind Stand 5:14-18 Ja '34

Library

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ASSOCIATED machine tool dealers

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ASSOCIATION advertising. See Advertising, Association**ASSOCIATION and associations**

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- Additional officers elected. *Ry Age* 97:553-4 N 3 '34
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- Annual meeting, 19th, Chicago, Sept. 14-15. *Monthly Labor R* 37:1088-9 N '33

ASSOCIATION of iron and steel electrical engineers

- Annual meeting, 30th, Cleveland, Sept. 18-20. *Iron Age* 134:46-50+ S 27 '34; *Elec W* 104:510 S 29 '34; *Power* 78:576-7 O '34; *Steel* 95:54+ S 24; 38+ O 1 '34

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- Joint meeting with Life insurance sales research bureau, Chicago *East Underw* 35:10-19 N 2 '34; *Nat Underw (Life ed)* 38:1+ N 2 '34; *Spectator* 133:14-15+ N 1 '34; *Weekly Underw* 131:824+ N 3 '34

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- Mid-year meeting, White Sulphur Springs, May 28-29. *Weekly Underw* 130:1070+ Je 2 '34; *Nat Underw (Life ed)* 38:3+ Je 1 '34

ASSOCIATION of life insurance presidents

- Annual meeting, 27th, New York, Dec. 7-8. *Weekly Underw* 129:1065-76 D 9 '33; *Ins Field (Life ed)* 62:5-6+ D 15 '33; *Nat Underw (Life ed)* 37:1+ D 8; 3+ D 15 '33; *Spectator* 131:10-14+ D 14 '33

ASSOCIATION of mining electrical engineers

- Annual meeting, Whitley Bay, July 4-6. *Electrician* 113:49-50 Jl 13 '34

ASSOCIATION of national advertisers

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- Annual meeting, 50th, Washington. *Oil Paint & Drug Rep* 126:25+ N 5 '34

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- ASSOCIATION of public lighting engineers**
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- ASSYRIANS in Brazil**
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Bridge design	Pipe lines—Bridge
Culverts	crossing
Girders	San Francisco Bay
Highway administration	bridges
Highway engineering	Thousand Islands
Highway law	bridges
	Trusses

also subdivision Bridges under names of cities, e.g. New York (city)—Bridges

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Canadian National constructs another unusual concrete bridge. *il* diags Ry Age 96:432-3 Mr 24 '34

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Combination steel tube and timber trestle speeds construction of bridge; LaSalle-Caughnawaga bridge. H. Englander. *il* diags Roads & Sts 77:213-15 Je '34

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Vibrated concrete for a Dutch bridge. H. A. M. C. Dibbitts. *il* diag Eng N 113:298-300 S 6 '34

Welded steel arch of 166-ft. span in Czechoslovakia. F. Faltus. *il* diags Eng N 113:593 N 8 '34

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Bridges—Reconstruction

Floors

Aluminum enters bridge construction; new flooring for Smithfield Street bridge, Pittsburgh. C. M. Reppert. *il* diags Eng N 111:611-15 N 23 '33

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- Develops light-weight bridge floor slabs of I-beam construction. *il Steel* 95:384- Ag 6 '34; *Ry Age* 97:436 O 13 '34
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Concrete	Metal work, Architectural
Concrete, Reinforced	Plaster and plastering
Concrete blocks	Plywood
Concrete brick	Roofing
Concrete slabs	Sheet metal, Enameled
Cork	Sheet metal work, Architectural
Fire resisting materials	Steel, Structural
Flooring	Strength of materials
Glass	Terra cotta
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| Controllers | Coordination of |
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| Credit | Public relations |
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| Delivery of goods | Purchasing departments |
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High-speed train on the Union Pacific railroad. *Il diags Engineering* 137:509-10, pl 20 My 4 '34

High speed travel requires new cars and engines. E. E. Thum. *Il Metal Prog* 25:17-22 Ap '34

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Budd completes the Burlington Zephyr. *Il Am Mach* 78:314-16 Ap 25 '34

Burlington light-weight train is second put into rail service. *Il diag Eng N* 112:581 My 3 '34

Burlington Zephyr completed at Budd plant; the first Diesel-propelled articulated train of stainless-steel. *Il diags Ry Age* 96:533-44 Ap 14 '34; Ry Mech Eng 108:147-53 My '34

Forty Diesel-electric trains for the Netherlands railways. *Il Ry Mech Eng* 108:118-19 Ap '34

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CARS, Electric railroad

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25,000 new vehicles needed. M. Buck. *Transit J* 78:9-11 Ja '34

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Articulated "L" car featured by braking. *Il Elec W* 104:60 JI 14 '34

B-M-T stainless steel car delivered. *Il Transit J* 78:251-4 Ag '34

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Voiture de tramways articulée, à essieux convergents, système Liechty. plans Génie Civil 105:295 S 29 '34

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| Autoclaves | Evaporators |
| Burets | Extraction apparatus |
| Centrifugal machines | Filters and filtration |
| Chemical engineer- | (technical chemis- |
| ing—Apparatus and | try) |
| supplies | Gases—Apparatus |
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| Agitators | Evaporators |
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Alcohol industry	Paper
Bleaching	Paper industry and trade
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Chemical engineers	Porcelain
Chemical plants	Potash
Chemical research	Pottery
Chemicals	Rubber
Chemistry	Rubber industry and trade
Chemistry, Technical	Salt
Clay industries	Soap
Coal tar products	Sodium nitrate
Drug trade	Solvents
Dye industry	Sugar industry and trade
Electrochemistry	Tanning
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Gas industry	Textile industry
Glass	
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Metallurgy	Rubber—Chemis-
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Oxidation	Solids
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|---|--------------------------|
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| Dye analysis | Plants—Chemical analysis |
| Electrochemical analysis | Spectrum analysis |
| Gas analysis | Sugar analysis |
| Gravimetric analysis | Textile analysis |
| Metallurgical analysis | Volumetric analysis |
| Microanalysis | |
| also subdivision Analysis under names of substances, e.g. | |
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Activation	Evaporation
Addition compounds	Fluorescence
Adsorption	Free energy
Agitation	Freezing points
Atomic weights	Ionization
Atoms	Ions
Bases (chemistry)	Isomerism
Boiling points	Isotopes
Catalysis	Matter
Catalysts	Melting points
Chemical equilibrium	Mixtures
Chemical reaction	Molecular rearrangements
Colloids	Molecular weights
Condensation, Chemical	Molecules
Crystallization	Optical rotation
Crystallography	Periodic system
Dissociation	Phase rule
Electrochemistry	Photochemistry
Electrolysis	Quantum theory
Electrolytes	Solids
Electrons	Solubility
Emulsions	Solution (chemistry)

CHEMISTRY, Physical and theoretical—Cont.

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Surface phenomena	Valence
Surface tension	Vapor pressure
Thermochemistry	Wave mechanics
Thermodynamics	

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Acid-resisting materials	Chemicals
Alcohol	Clay
Alcohols	Clay industries
Alkalies	Clay products
Alloys	Coal distillation
Ammonia	Coal tar
Beverages	Coal tar products
Blast furnace gas	Coke-oven gas
Bleaching	Corrosion and anti-corrosives
Brewing	Cyanide process
Cellulose	Dehydration
Cement	Distillation
Ceramics	Dyes and dyeing—Chemistry
Chemical engineering	Electrochemistry
Chemical industries	

Explosives
Fertilizers
Filters and filtration (technical chemistry)
Food—Chemistry
Foundry chemistry
Fuel
Gas
Gas manufacture
Glass manufacture
Lacquer and lacquering
Leather
Metallurgy
Oils and fats
Ore treatment
Paint
Paper
Paper making
Paper making materials
Perfumery
Petroleum—Chemistry

Petroleum distillation
Petroleum refining
Porcelain
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Rayon
Refractory materials
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Dams	Roads
Docks	Sanitary engineering
Drainage	Sewerage
Dredging	Soil mechanics
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Cleaning

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House cleaning

Laundry

Metal cleaning

Radiators—Cleaning

Soap

Steel—Cleaning

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CLOSED banks. See Bank crisis, 1933**CLOTH analysis. See Textile fabrics—Analysis****CLOTHESLINES**

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United States

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Communication and traffic	Money
Competition	Monopolies
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Delivery of goods	Purchasing
Exchanges	Restraint of trade
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| Arbitration | Negotiable instruments |
| Attachment and garnishment | Patent laws and legislation |
| Bailments | Payment |
| Banking law | Price fixing |
| Bankruptcy | Price fixing, Government |
| Checks—Law | ment |
| Collecting of accounts | Price fixing, Resale |
| Competition, Unfair | Public utilities—Law |
| Contracts | Railroad law |
| Conveyancing | Real property |
| Corporation law | Restraint of trade |
| Debt | Sales |
| Debtor and creditor | Suretyship and guar- |
| Deeds | anty |
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| Canals | Street traffic |
| Commerce | Telegraph |
| Harbors | Telegraph, Submarine |
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Concrete brick	Roofs, Concrete
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| Haveg | Steel, Corrosion resisting |
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| Cost accounting | Mining costs |
| Cost of living | Power cost |
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See also

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- | | |
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| Electric machinery | Excitation equipment |
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also names of railroads, e.g. Boston elevated railway

also subdivision Rapid transit under names of cities, e.g. Philadelphia—Rapid transit

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| Electric instruments | ments |
| Electric laboratories | Electric resistance |
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- also subdivision Testing under special headings; e.g. Electric cables; Electric transformers; Electric welding; Insulation (electric)

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- Electric substations Radio transformers
- Electric transmission

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| Electrodeposition of metals | Electrolytic cells |
| Electrodes | Electrolytic corrosion |
| | Metal cleaning, Electrolytic |

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Iron founding. Elec-

Electrometallurgy

tric

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Iron metallurgy—Elec-

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Electrodeposition of

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Atoms	Ionization, Gaseous
Beta rays	Ions
Cathode rays	Neutrons
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Dredges	Subways—Construction
Mining machinery	Trenching machinery
Scrapers	

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Dredging	Subways—Construction
Earthwork	Trenching machinery
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| Flour mills | Silk mills |
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Blast furnaces	Smoke

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| Air flow | Hydrostatics |
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Baking	Flour
Beverages	Fruit
Bread	Grain
Butter	Meat
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Canned food	Nutrition
Chicken as food	Proteins
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Converters	Foundry ladles
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Coke

Coke breeze

Coke-oven gas

Combustion

Diesel engines—Fuel

Electric plants (central stations)—Fuel

Fuel, Colloidal

Fuel economizers

Fuel economy

Furnaces

Gas, Natural

Gas and oil engines—Fuel

Gas as fuel

Gasoline

Heating

Kerosene

Lignite

Liquid fuel

Locomotives—Fuel

Motor bus engines—Fuel

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Distillation	Gas producers
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Automobile engines
Carburetors
Cylinders (engines, etc.)
Diesel engines
Gas turbines
Humphrey pumps
Indicators (for gas and oil engines)
Locomotives, Diesel

Locomotives, Gas and oil
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- Deterioration of absorption oil in plant operation studied over two years, abstracts. W. E. Kuhn and J. F. Collins. Oil & Gas J 33:30+ S 20 '34. Nat Pet N 26:28H S 19 '34
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- Material balance used in elementary calculation of vapor composition. diags Oil & Gas J 33:30+ O 4 '34
- Mathematics of natural gasoline plant operations based on simple principles. diags Oil & Gas J 33:35 N 8 '34
- Most of gasoline plant construction is crowded into the last four months. Oil & Gas J 32:25 Ja 4 '34
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- Natural gasoline plants on the Gulf coast are growing in importance. N. Williams. il Oil & Gas J 33:10-12 O 11 '34
- New Cargray natural gasoline plant model for handling large volume relatively dry gas. W. T. Ziegenhain. il Oil & Gas J 32:12 Mr 22 '34
- Plan of building natural gasoline plants in Conroe field progressing along conservative lines. N. Williams. Oil & Gas J 32:11 D 14 '33
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- Pumping gas under river suggested design of the first gasoline plant. il diags Oil & Gas J 33:178, 180-1 Ag 23 '34
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 Shamrock's Amarillo plant operates successful on sour gas. J. C. Albright. *il Nat Pet N 26:22-5 Je 27 '34*
 Twenty-five years of natural and refinery gases. G. A. Burrell. *flow diags Ind & Eng Chem 26:146-8 F '34*
 Uneconomic operating units being eliminated gradually from natural gasoline industry. W. T. Ziegenhain. *Oil & Gas J 32:141+ My 10 '34*

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Individual gas-making machine will enlarge market for product of natural gasoline. E. A. Dieterle. *il diags Oil & Gas J 33:56+ Je 21 '34*
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Pentane

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Natural gasoline now only product with lower price. R. R. Dean. *Oil & Gas J 32:32 Mr 29 '34*
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 New type of annual sales contract for natural gasoline suggested. L. P. Calkin. *Nat Pet N 26:24A-24C My 9 '34*; *Same. Oil & Gas J 32:42+ My 10 '34*
 Refined oil prices were stabilized at higher levels during the first six months of 1934. W. T. Ziegenhain. *Oil & Gas J 33:66-7+ Jl 26 '34*

Safety measures

Eliminate stray electric currents while loading natural gasoline at plant. A. J. Balcom. *diags Oil & Gas J 32:34 Ja 25 '34*
 Essential metal conduit be grounded as well as operating electrical devices. *diags Oil & Gas J 32:28 F 1 '34*
 Practical method for grounding motor and hand starting switch suggested. *diag Oil & Gas J 32:33 Mr 1 '34*

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California produced 9 per cent less natural in 1933. *Oil & Gas J 32:28 F 1 '34*
 Natural gasoline production off nine per cent in 1933 from previous year. *Oil & Gas J 32:30 F 8 '34*
 1934 survey of natural gasoline plants in the United States; tabulation. *Oil & Gas J 32:153-60 My 10 '34*
 Panhandle natural gasoline production forty-three per cent over year ago. *Oil & Gas J 33:30 Je 14 '34*
 Refiners used 10.7 per cent less natural gasoline, 1933. *Oil & Gas J 32:27 F 15 '34*
 There is an underconsumption of natural gasoline and not an overproduction. *Oil & Gas J 33:31+ S 6 '34*
 Trend of production of natural gasoline in the United States by districts during two years ending May 31, 1934. *Oil & Gas J 33:29 Ag 2 '34*

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Effect of automobile design on vapor lock. O. C. Bridgeman. *diags Am Pet Inst Proc 14(3):18-22*; *Discussion. 22-9 N '33*

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Review of the petroleum industry in the United States, April, 1934. H. B. Soyester and others. *U S Geol S Circ 11:1-50 '34 (typew)*

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Find big market in gasoline suitable for lamps and stoves. A. S. James. *il Nat Pet N 26:33-4 Ja 10 '34*
 New plan offered to identify pressure appliance fuels. *Nat Pet N 26:64 S 26 '34*

GASOLINE handling

Gasoline handling losses minimized with meters, underground tanks; Ross independent oil co. J. W. Thompson. *il Nat Pet N 26:74-5 N 7 '34*

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Gasoline pumps Gasoline storage
 Gasoline service stations Tank trucks

Safety devices and measures

Eliminate stray electric currents while loading natural gasoline at plant. A. J. Balcom. *diags Oil & Gas J 32:34 Ja 25 '34*
 Problems in handling ethyl fluid and ethyl gasoline. R. A. Kehoe. *Nat Safety N 29:19-20+ Ja '34*

GASOLINE industry

Gasoline! what's yours? P. Arnold. *il Adv & Sell 23:27-8+ Ag 16 '34*

Manufacture of products in demand must be future aim of refiners—not running crude to stills. A. L. Foster. *il Nat Pet N 26:28-30, 32 Ja 3 '34*

Methods used for marketing natural gasoline directly influence retail motor fuel prices. S. S. Smith. *Oil & Gas J 32:39+ Ap 19 '34*
 Moratorium called on octane race. B. L. Majewski. *Nat Pet N 25:9 D 20 '33*
 Public relations and the oil industry. E. L. Bernays. *Am Pet Inst Proc 14(2):79-82 N '33*

Trackside association fights price fixing as economic fallacy. *Nat Pet N 25:13-14 D 6 '33*

What cars—tires—oils—gas will lead the 1934 sales parade? *Sales Management 34:86-7, 110 F 1 '34*

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Farmers' cooperative Oil bulk stations
 oil associations Petroleum refining
 Gasoline—Prices Standard oil companies
 Gasoline pipe lines
 Gasoline service stations

Advertising

Animals and Standard Oil. P. H. Erbes, jr. *il Ptr Ink 168:56-7, 60-1 Ag 2 '34*
 Car of the future. *Ptr Ink 165:24 N 23 '33*
 Dinosaur follow up. *il Ptr Ink 167:34 Ap 26 '34*

Economy keynote of Purol advertising. *il Ptr Ink 166:106 Mr 15 '34*

Encore by Shell; introduces another new gasoline. *il Ptr Ink 165:66+ N 16 '33*
 5,000 individual dealers are featured by Richfield; how photographs were obtained, releases secured, copy prepared and advertising ordered for publication. *il Ptr Ink 165:65-6 N 23 '33*

General Petroleum on air from dawn to midnight introducing Mobilgas. *Sales Management 34:308 Ap 1 '34*

Home-spun copy is feature of new Dixie advertising campaign. E. L. Barringer. *il Nat Pet N 26:38+ Mr 7 '34*

Lions, tigers, molecules; Red Crown Superfuel at World's fair. *Ptr Ink 167:29 Ap 12 '34*

Mobilgas \$16,000 broadcast. *Ptr Ink 166:16 Mr 29 '34*

Motorists sell themselves in this post card campaign; Humble oil and refining company. *il Ptd Salesmanship 62:340+ F '34*

Nothing cools off faster than a hot prospect! Standard oil company (Indiana) coordinates direct-mail with sales activities. W. L. Gundlach. *il Ptd Salesmanship 63:269-72+ Ag '34*

Pictures suitable for framing make valued advertising pieces; de luxe folders of Associated oil co, San Francisco. R. L. Smith. *il Ptd Salesmanship 68:284-5 Ag '34*

Shell again ups budget. *il Ptr Ink 167:76 Ap 19 '34*

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So, Sinclair, Shell, Texaco et al. step on gas with whopper ads. *il Sales Management* 34: 438 My 1 '34
 Socony-Vacuum's largest spring drive; 1,000 newspapers used. *il Ptr Ink* 167:37+ Ap 19 '34
 Soft pedal for loud claims; Richfield gasoline campaign. *il Ptr Ink* 169 32 N 1 '34
 Spectacular electric signs in congested areas seen by large daily audience; Standard oil company of Indiana and Phillips petroleum company. W. D. Krupke. *il Nat Pet* N 25:47+ N 15 '33
 Standard Oil parades "live power." *il Adv & Sell* 23:50 Ag 16 '34
 Summer advertising starting *il Pet* Age 28: 12-14 Ap '34
 Super gasoline claims feature super spring campaigns. *il Adv & Sell* 22:36 Ap 26 '34
 Teaching dealers the ABC's of advertising; Blue Flash gasoline. *Ptr Ink* 167:61, 64-5 My 17 '34
 Tell how you help your community and help your own business. E. L. Barringer. *Nat Pet* N 25:11 N 22 '33
 Trade character gets a job; "boy and slate" thermometers distributed by National refining company of Cleveland. G. Archbold. *il Ptr Ink* Mo 28:44 Je '34
 22,000 youngsters, on Tydol map, follow Byrd to South pole. *il Sales Management* 35 68+ Jl 15 '34

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Amended agreements and corrected contracts have been sent to companies for signatures. A. M. Rowley. *Oil & Gas J* 32:9 F 15 '34
 Associations protest lease and agency informal code interpretation *Nat Pet* N 26 11-12 Ja 3 '34
 Changes minor in proposed standard contract forms; text of new proposed standard contract form M-4a. *Nat Pet* N 26:17-18, 20G-20H F 14 '34
 Commercial consumer contract said to be unacceptable by P.A.B. *Nat Pet* N 26:13-14 Ja 31 '34
 Commercial consumer contracts *Pet* Age 28: 18-19 Mr '34
 Complete text of standard form of contract to be used under new east Texas agreement. *Oil & Gas J* 33:14 Je 28 '34
 Discount contract to be used in western states. *Oil & Gas J* 33 33 Je 21 '34
 Forms of contract approved by Administrator Ickes and their use is made mandatory. *Oil & Gas J* 32:12-16, 18 Ja 25 '34; Excerpts (Contract forms). *Nat Pet* N 26:29-42 Ja 31 '34
 Invasion of lease and agency outlets permissible under oil code. R. B. Stafford. *Nat Pet* N 25:11-12 N 15 '33
 Lease and agency on way out? *Pet* Age 27: 11+ N '33
 Motor service oils, inc defends contract deliveries to highway department S. G. Thomas. *Nat Pet* N 26:66-7 O 24 '34
 New agreements, contracts ready *Pet* Age 28:15-16, 19-22+ F '34
 New form of contract in gasoline buying plan. H. D. Mallon. *Oil & Gas J* 33:8 Ag 16 '34
 Standard contract forms approved for commercial gasoline sales. *Nat Pet* N 26:24A-24C, 24D, 25 F 28 '34; Same cond. *Oil & Gas J* 32:13+ Mr 1 '34
 Three state Supreme court decisions uphold lease and agency. R. B. Stafford. *Nat Pet* N 25:15-16 N 22 '33

See also

Gasoline, Natural
 —Contracts

Credit problems

Jobber's plan to liquidate accounts and regain cash business on consumer sales. E. L. Barringer. *Nat Pet* N 26:36-7 Mr 28 '34

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Average wholesale cost 2.68c jobbers tell P.A.B. *Nat Pet* N 26:68 My 2 '34

History

Gasoline and fuel oil demand made eventful marketing era, 1904-1919. *il Oil & Gas J* 33:159, 162 Ag 23 '34
 Taxes, margins and service station growth added to marketing problems. *il Oil & Gas J* 33:222+ Ag 23 '34

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Government issues order allocating gasoline production and stocks in refining areas. A. M. Rowley. *Oil & Gas J* 32:10+ N 30 '33
 Interstate gasoline trucking included in S. bill 3319. *Nat Pet* N 26:20E My 23 '34
 Labor provisions held invalid in intrastate business. L. E. Smith. *Nat Pet* N 26:11-12 F 21 '34
 New method of limiting gasoline production; federal allocators may be appointed. A. M. Rowley. *Oil & Gas J* 32 13 Mr 1 '34
 Regulations to prevent price discrimination are announced by Ickes. *Oil & Gas J* 32:11+ F 8 '34; *Nat Pet* N 26:7-8 F 7 '34

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Gasoline—Taxation

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Detroit premium cases dismissed by court. *Nat Pet* N 26 14 O 24 '34
 Master recommends permanent injunction against premiums. *Nat Pet* N 26 12 Je 6 '34
 Prosecutions and suits to follow victory in Detroit case. *Nat Pet* N 25:5-6 D 6 '33
 Text of decision upholding constitutionality of authority used under petroleum code. *Oil & Gas J* 32:13-14+ D 7 '33

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Changes in seasonal gasoline consumption. J. E. Pogue. *Min & Met* 15:90-2 F '34; Abstract. *Nat Pet* N 26 21 F 21 '34
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 Industry faces bright year W. J. Kemnitzer. *Pet* Age 28:19-20 Mr '34
 New regular gasolines reduce sales of third grade motor fuels. J. C. Chatfield. *Nat Pet* N 25:39-40 N 15 '33
 Public paid \$320,000,000 less for 1933 gasoline than 1926 but used 110,000,000 bbls. more W. T. Ziegenhain. *Oil & Gas J* 32:11 Ja 11 '34
 Third grade gasoline sales continue to decline as business conditions improve. J. C. Chatfield. *Nat Pet* N 26:30-2 Je 6 '34

See also

Gasoline, Natural—
 Statistics

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Approval of California agency gives impetus to refinery building. J. N. Westsmith. *Nat Pet* N 26 15 Jl 4 '34
 Approve California market agreement; outlook on Pacific coast improved. L. P. Stockman. *Oil & Gas J* 33:72+ My 31 '34
 California distributors pushing gasoline cartel plan *Nat Pet* N 25 25 D 13 '33
 California refiners may replace cartel with new agreement and agency. L. P. Stockman. *Oil & Gas J* 32:8+ Ap 26 '34
 Companies and individuals in California indicted in oil code prosecution. *Oil & Gas J* 32 8 Mr 29 '34
 Discussion of gasoline cartel plan continues in California. *Nat Pet* N 25:11 N 29 '33
 Government agent halts major company leasing campaign in California. J. N. Westsmith. *Nat Pet* N 26:23 N 7 '34
 Sales agency set up in new draft of California stabilization plan. J. Westsmith. *Nat Pet* N 26:21-2 My 9 '34
 Sales through affiliated companies bring federal indictments. *Nat Pet* N 26:11-12 Mr 28 '34
 Two reported dropping marketing affiliates in California. *Nat Pet* N 26:20A Ap 11 '34

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Gasoline industry—
 Pacific coast

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Gasoline survey for 1933. H. M. Chantler. 21p pa. 10c Canada Dept of mines, Ottawa '34
Government supervision of business in Canada likely to increase J C Chatfield. Nat Pet N 26 26-8 O 17 '34

Increased production of oil and gas in Canada; Dominion refineries maintaining output. C. O. Willson. 1l Oil & Gas J 32.100+ D 28 '33

Two Canadian provinces experiment with oil fair practice laws Nat Pet N 26:17 S 26 '34

Chicago metropolitan district

Redrafted Chicago cartel plan before Federal commission. Oil & Gas J 33.8 S 6 '34

Germany

Thirty-five refineries in Germany with total capacity of 14,000,000 barrels. 1l Oil & Gas J 32 93 D 28 '33

Japan

Military ministry and Soviet oil hurt Japanese oil companies. Nat Pet N 26 66 JI 4 '34

Kansas

Third grade prices rise in Kansas following clinic at Wichita A. S. James. Nat Pet N 26:116 Je 13 '34

Maryland

Government denied injunction against giving premiums at Baltimore Nat Pet N 26:11 JI 18 '34

Minnesota

Minnesota jobbers ask restoration of normal gasoline markets. Nat Pet N 26:15 Je 6 '34

New Brunswick

Text of order in council embodying New Brunswick's oil code Nat Pet N 26 28 O 17 '34

Nova Scotia

Third grade gasoline barred from sale as motor fuel in Nova Scotia. J. C. Chatfield. Nat Pet N 26 25-7 O 10 '34

Pacific coast

California agreement now declared not to be working so well. L. P. Stockman. Oil & Gas J 33:16 O 4 '34

California cartel may be substitute for agreements on the Pacific coast. A. M. Rowley. Oil & Gas J 32 10+ F 8 '34

California companies seek agreement on modified gasoline cartel. J. N. Westsmith. Nat Pet N 26:17-18 Ap 18 '34

Conditions imposed by Washington to prevent California market cartel becoming effective. L. P. Stockman Oil & Gas J 32.8+ Mr 15 '34

Controversy over major company affiliates continues in West. Nat Pet N 26 23 Mr 21 '34

Department of justice holds up California gasoline cartel. Nat Pet N 26:11-12 Mr 14 '34

Ickes approves California gasoline refining and marketing cartel Nat Pet N 26:17 18 F 21 '34

Ickes approves Pacific Coast stabilization agreement. Nat Pet N 26:20A Je 27 '34

Invasion of Pacific Northwest by Texas oil is causing pessimism in California market L. P. Stockman. Oil & Gas J 33:14 S 13 '34

Justice department approval speeds petroleum agency organization. J. Westsmith. Nat Pet N 26:15-16 JI 11 '34

Pacific coast petroleum agency is proving to be practical influence in stabilizing operations. L. P. Stockman. Oil & Gas J 33. R18 Ag 23 '34

Pacific Coast petroleum agency signs up small refiners. J. N. Westsmith. Nat Pet N 26:19 O 31 '34

Text of the Pacific coast petroleum agreement between refiner, agency and administrator. Oil & Gas J 33:18, 20+ Je 28 '34

West coast marketers bind themselves to follow cartel approved by Ickes; text of cartel. Oil & Gas J 32:9-10, 30, 32 F 22 '34
What margin on competitive grades, current problem in California. Nat Pet N 26:20A O 24 '34

Pennsylvania

Analysis of the gasoline marketing problems of the small refining plant in Pennsylvania.

J. B. Fisher. Oil & Gas J 32:14+ Ap 26 '34
Central reforming unit proposed as solution of Pennsylvania straightrun gasoline problem. R. C. Conine. Oil & Gas J 32:12 Mr 29 '34
Pennsylvania gasoline; abstract. R. Zook. Nat Pet N 26 21-2 Je 20 '34

Texas

Complete text of standard form of contract to be used under new east Texas agreement. Oil & Gas J 33:14 Je 28 '34

East Texas field force makes evasion of state gasoline tax difficult. A. S. James. 1l Nat Pet N 26:35-6 Ap 18 '34

East Texas refining industry given recognition and is now building plants for permanency 1l Oil & Gas J 32:73 Mr 29 '34

50 cars daily of east Texas gasoline move into the Middle West A. S. James. Nat Pet N 26 15 F 28 '34

Growing importance of east Texas area prompts organization of East Texas natural gasoline association. Oil & Gas J 32:31+ Ap 5 '34

Texas refinery law is upheld in injunction proceeding. P. Wagner. Nat Pet N 26 18 My 9 '34

United States

Administrator is to make agreements effective quickly as soon as they are approved.

A. M. Rowley. Oil & Gas J 32:10+ F 8 '34
Amended agreements and corrected contracts have been sent to companies for signatures.

A. M. Rowley Oil & Gas J 32 9 F 15 '34
Better times seen by Standard oil co (New Jersey). Oil & Gas J 32:14+ D 21 '33

Buying program up to Attorney General; cargo of east Texas gasoline at Tacoma temporarily restrained from unloading. H. D. Mallon. Oil & Gas J 33 13 Ag 30 '34

Carload marketers file brief against pool. agreement. Nat Pet N 26 19 Ja 3 '34

Complete text of Ickes statement approving marketing and pooling agreements Nat Pet N 26:23-4, 26-7 Ja 24 '34; Same Oil & Gas J 32:10-11, 18 Ja 25 '34; Same abr Pet Age 28:9-11+ Ja '34

Confusing position of natural gasoline in motor fuel market is outlined. Oil & Gas J 32:9+ Ap 26 '34

Co-op advantage leads to excessive outlets. B. L. Majewski. Nat Pet N 26:20A F 14 '34

Dealers attack code marketing abuses and proposed retail margins. Nat Pet N 26:9 Ja 17 '34

Drouth reduces sales 25 per cent, oil companies tell National petroleum news. Nat Pet N 26 35-6 Ag 29 '34

Ease of sending Mid-continent natural gasoline to East coast creates marketing problem. H. E. Felt. Oil & Gas J 32:43+ My 10 '34

Economic factors affect limitation of competition in marketing. S. A. Swensrud. Nat Pet N 26:25-6 Ap 25 '34

Every refiner is obligated to follow a definite program of gasoline production and stocks. W. T. Ziegenhain. map Oil & Gas J 32:11-12 N 30 '33

Experiments with oil code shows impossibility of coercing industry. W. T. Holliday. Nat Pet N 26:19-28A S 19 '34

Extent of future government control is issue at refinery hearing; text of control plan proposed by major oil companies. Nat Pet N 26:7-8 Ap 4 '34

Faulty preparation of government's case cited in Trenton decision on application for restraining order to prevent the tankers Pueblo and Phoenix from unloading their cargoes J. Alburn. Nat Pet N 26:19-20 O 24 '34

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Flexibility, fairness, will enable refinery control to succeed. A. L. Foster. Nat Pet N 26:17-19 Ja 10 '34

Gasoline production and stocks brought under control of oil code. V. B. Guthrie. Nat Pet N 25:3-5 N 29 '33

Government control unsuited to cope with problems of oil industry. F. B. Dow. Nat Pet N 26:20F-20H, 21 Ap 11 '34; Same cond. Oil & Gas J 32:24+ Ap 12 '34

Governors of pooling agency organize and pick Frank Coates to head executive committee. Oil & Gas J 32:9+ Mr 8 '34

Group buying plan effects better market tone. K. J. Fanshier. Pet Age 25:17-19 Jl '34

Ickes asks for immediate report on agreements from the petroleum administrative board. A. M. Rowley. Oil & Gas J 32:7 Ja 4 '34

Ickes denies consumer board charge that code helps big companies. Nat Pet N 26:25 My 2 '34

Indictments returned against jobbers charged with violating NRA code. Oil & Gas J 32:32 N 23 '33; Nat Pet N 25:8 N 22 '33

Individual brand assn. presents opinion of new agreements. Nat Pet N 25:15-16 D 27 '33

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Industry to blame for breakdown of refinery control. N. R. Margold. Nat Pet N 26:30 F 28 '34

Industry will re-sign agreements as revised to become effective within two weeks. A. M. Rowley. Oil & Gas J 32:7+ F 1 '34

Jobbers' awake! discussion of the unfair condition permitted under the oil code; favoritism shown to farm co-ops. Pet Age 28:15-16 Jl '34; Discussion. 28:13-14 Ag '34

Kentucky jobbers attack margins in marketing agreement. Nat Pet N 26:21 F 28 '34

Major oil companies have taken over the supplying of markets, abstract. P. G. Blazer. Nat Pet N 26:25-6 My 23 '34

Method for making petroleum allocations. G. R. Hopkins. Oil & Gas J 32:7+ Ja 4 '34; Excerpts. Nat Pet N 26:24-5 Ja 10 '34

Method of gasoline allocation criticized, inventory data is held questionable. A. E. Pew, Jr. Oil & Gas J 33:32 My 24 '34

More signatures to buying agreements at meeting of refiners in Chicago. Oil & Gas J 32:7+ D 21 '33

Most of gasoline plant construction is crowded into the last four months. Oil & Gas J 32:25 Ja 4 '34

National association of petroleum retailers 2d annual convention. Milwaukee, Oct 9-11. Nat Pet N 26:25 O 17 '34

Need strong and active regional committees in move to budget refinery operations. W. T. Ziegenhain. Oil & Gas J 32:36 D 28 '33

New plan for control of refining recommended by committee; text. Nat Pet N 26:7-9 Mr 14 '34

New plan may improve market condition. K. Fanshier. Pet Age 28:18+ Je '34

Non-signatory refiners discuss new supplemental agreement; text of supplemental agreement. Nat Pet N 26:7-8 Mr 28 '34; Oil & Gas J 32:11 Mr 29 '34; Pet Age 28:22 Mr '34

Oil bombs. Business Week p8 Ja 20 '34

Oil companies plan market-support pool. Oil Paint & Drug Rep 124:19 D 18 '33

Oil marketing; the marketing agreements are approved. Business Week p11 Ja 27 '34

Plan is submitted for balancing refinery motor fuel supply and demand in United States. J. E. Pogue. Oil & Gas J 32:14+ Mr 22 '34

Plan proposed to allocate gasoline production according to value of products recovered. Oil & Gas J 33:12-13+ Jl 12 '34

Plan to absorb natural gasoline through refinery allotments. Nat Pet N 26:33-4 Ap 25 '34

Plane forced down but army flyer delivers injunction papers; two tankers from Texas blocked from unloading their cargoes on the East coast. Nat Pet N 26:19 O 10 '34

Planning and co-ordination committee seeks more signatures to revised agreements. A. M. Petty. Nat Pet N 26:15-17 F 14 '34

P. & C. program committee directed to extend gasoline buying plan. H. D. Mallon. Oil & Gas J 33:R10+ Ag 23 '34

Price fixing is out; new control plan in. Pet Age 27:16-18 D '33

Production of gasoline under national allocator during June for first time. Oil & Gas J 33:28 My 24 '34

Reductions in cost from technical advancement lost in taxes and transportation charges. J. B. A. Kessler. Oil & Gas J 32:116-17 D 28 '33

Refiner can modernize, make profit, under code and agreements. A. L. Foster. Nat Pet N 26:22, 24 F 7 '34

Refinery control proposal would make pooling agreement operative as part of oil code. H. D. Mallon. Oil & Gas J 32:21-2 Ap 12 '34

Refining is declared to have suffered severely under code operation. P. G. Blazer. Oil & Gas J 33:13+ My 24 '34

Revised marketing and pooling agreements; texts. Oil & Gas J 32:10-11+ F 15 '34; Excerpts (Marketing agreement). Pet Age 28:14-15 F '34

Revised refinery article in code approved; with text. Oil & Gas J 32:9, 37 My 3 '34; Excerpt (text). Nat Pet N 26:13-14 Ap 18 '34; Pet Age 28:18+ Ap '34

Revised refinery control plan and new Pacific Coast agreement will likely be approved; text of proposed revision. H. D. Mallon. Oil & Gas J 32:11+ Ap 19 '34

Senator Borah writes second letter to Ickes; attacks I.P.A.A. and N.P.A. in talk. Oil & Gas J 32:8 Ja 4 '34

Signatures to agreements reported received representing 86 per cent of the crude runs. A. M. Rowley. Oil & Gas J 32:8+ F 22 '34

Surplus natural gasoline affects retail motor fuel markets. S. S. Smith. Nat Pet N 26:22, 24 Ap 11 '34

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Text of petroleum administrative board's substitute refinery control plan. Nat Pet N 26:11-12 Ap 11 '34

Text of proposed marketing agreement. Nat Pet N 25:24b-24c D 13 '33; Same Oil & Gas J 32:8+ D 14 '33

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29 large companies called upon to buy surplus gasoline. Nat Pet N 26:17 My 9 '34

Two plans for regulation of refinery operations are now under consideration in Washington. H. D. Mallon. Oil & Gas J 32:9-10+ Ap 5 '34

Two pooling proposals of major refiners expected to kill price fixing. V. B. Guthrie. Nat Pet N 25:11-14 D 13 '33

Unfinished gasoline stocks threaten effectiveness of refinery control. A. L. Foster. Nat Pet N 26:7-8+ F 21 '34

Why blame the code for all your troubles? E. W. Fawcett. Pet Age 28:9-11 S '34

GASOLINE pipe lines
Economic value, construction and operation of pipe lines for transportation of gasoline. Oil & Gas J 33:105+ O 25 '34

Pipe line construction in 1933 mostly of short stretches, serving new oil and gas fields. Oil & Gas J 32:97, 100 Ja 25 '34

Pipe-line transportation of gasoline. P. A. Walker. Ann Am Acad 171:228-34 Ja '34

GASOLINE pipe lines—Continued**Directories**

Oil and gasoline pipe line company personnel.
Oil & Gas J 33:115-22 O 25 '34

History

Introduction of welding in construction and gasoline lines, feature of fourth era, 1904-1919. il Oil & Gas J 33:123-5 Ag 23 '34
Vital changes in pipe line methods and practices have come since 1926. il Oil & Gas J 33:189-90, 193 Ag 23 '34

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- Electricity in lens grinding; an extensive water-heating installation. *il Elec R (Lond)* 115:9-10 JI 6 '34
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Abrasives	Lubrication and lubricants (cutting and grinding)
Cars, Rail grinding	Machine shop practice
Gear grinding machines	Polishing
Honing	

GRINDING (ores, etc.). See Crushing

GRINDING machines

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 Burton Griffiths and co lapping and grinding equipment. *il Automobile Eng* 24:309 Ag '34
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 Craven-Saurer internal spline grinder. *il diags* *Automobile Eng* 23:398 N '33
 Development of novel machine involved careful choice of materials and parts. Heald machine co. *il diags* *Steel* 94:37-8 Je 4 '34
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 Gardner grinding machine grinds springs for new front wheel suspensions. *il Iron Age* 133:32 F 8 '34; *Mach* 40:366 F '34
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 Hammond grinder designed to use high-speed wheels. *il Iron Age* 133:33 F 22 '34
 Hanchett automatic saw-tooth grinding machine. *il Engineering* 137:136 F 2 '34
 Hanchett coil-spring grinders. *il Am Mach* 78:30 Ja 3 '34; *Iron Age* 133:31 Ja 25 '34
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 Heald company exhibits grinders and precision boring machines. *Iron Age* 133:41H F 8 '34
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Hunt-Spiller mfg. corp. develops apparatus for removing dust from swing-frame grinders. *il Steel* 94:38 Ap 2 '34
 Internal surface grinding attachment for use on plastic molds. C. W. Hinman. *diag* *Mach* 40:473-4 Ap '34
 Jung internal grinding machine with hydraulic feed. *il diag* *Engineering* 138:49 J1 13 '34
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 Mattison machine works develops machine for internal grinding of pipe and tubing. *il Iron Age* 132:25 D 21 '33; *Mach* 40:303 Ja '34, *Blast F & Steel P1* 22:222 Ap '34
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See also

Gear grinding machines	Lubrication and lubricants (cutting and grinding)
Grinding wheels	Machine shop practice
Honing machines	Polishing machines

GRINDING machines—Continued**Manufacture**

Made to order, but built on the line; Cincinnati grinders incorporated. W. Peaslee. Il plan Factory Management 92:258-60 Je '34

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GROCERY stores

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Grocery store ups sales and profits by air conditioning. Jitney-Jungle. Jackson, Miss. Il Heating-Piping 6 418-19 O '34

Tradition suffers when grocery stores sell beer; corrugated paper cases W. B. Lincoln, jr. Il Food Ind 6:358-9 Ag '34

GROCERY trade

Better grocery windows. Il Ptr Ink 168:86 S 6 '34

Bluing and ammonia; wise manufacturer wins grocer co-operation with display featuring related lines. Il Ptr Ink 167:81-2 Je 14 '34

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See also

Butter
Canned food
Chain stores
Coffee trade
Eggs

Food industry and trade
Great Atlantic and Pacific tea company
Kroger grocery and baking company

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GROOVING

Automatic profile miller cuts elongated grooves in clutch disks. Il Iron Age 133:33 My 10 '34; Automotive Ind 70:497 Ap 21 '34

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- Milling helical grooves in long shafts. E. Wittmann. *diags Am Mach* 78:258-9 Mr 28 '34
- Ring-grooving bar for master connecting rods. P. F. Rossmann. *diags Am Mach* 78:353 My 9 '34
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GROUNDING. See Electric distribution—Grounding**GROUP (term)**

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GROUP bonus. See Wage payment plans—Group system**GROUTING**

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- Cobble Mountain power tunnel H H Hatch. *diags N E Water Works Assn J* 48:141-4 Je '34
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Ports
Terminals
Wharves

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Gas heaters

Gas heating

Heaters

Heating, Warm air

Heating from central

stations

also subdivision Heating and ventilation

under special subjects, e.g.

Bank buildings

College buildings

Factories

Garages

Greenhouses

Hospitals

Hotels

also American society of heating and ventilating engineers

Hot water heating

Insulation (heat)

Mechanical equipment

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Oil burners

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HORNS, Automobile. See Automobile horns

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Hotel takes combined steam heating-electric service. *Elec W* 103:121-4 Ja 20 '34

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Butane
Ethane
Heptane
Ionene
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Naphthalene

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Ordered not to use NRA second hand car prices. Weekly Underw 130 639 Mr 31 '34

Policy limitations held invalid in auto liability case. East Underw 35:38 Ag 3 '34

Policy on stolen car is held void; New York court decision. East Underw 35:34 My 11 '34

Policyholder of cut rater jailed on unpaid judgment. Nat Underw 38:40 S 20 '34

Relation of suits to earned premium shown in exhibit; tabulation. Nat Underw 38:26 JI 5 '34

Taking car for purposes of joy-ride held not theft within the meaning of policy insuring against loss or damage by theft, robbery, or pilferage. Weekly Underw 131: 132 JI 21 '34; East Underw 35:25 Ag 10 '34

Valued monthly depreciation clause. Weekly Underw 131:837 N 3 '34

What is expected of auto adjuster. C. R. Street. Nat Underw 38 2+ F 15 '34

Will seek uniformity in claim adjustments; Automobile claims association. Weekly Underw 130:858 My 5 '34

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Aetna sponsors auto show. Ptr Ink 167:91 Ap 5 '34

Ætna's 1934 auto show. East Underw 35 37 JI 6 '34

Agents to be supplied with sound pictures; Ætna life and affiliated companies. Weekly Underw 130:734 Ap 14 '34

Auto show in booklet form; Ætna insurance company. System 63:235-6 My '34

How Aetna sells its products by helping automobile dealers sell theirs. S. F. Withe. Il Ptd Salesmanship 63:239-42 JI '34

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Automobile insurance buyers interviewed. R. C. Dreher. Weekly Underw 130:822 Ap 28 '34

Autumn drive for automobile premiums should be profitable. East Underw 35 31 S 28 '34

Danger of neglecting automobile too much. Weekly Underw 130 779 Ap 21 '34

Security of company held greatest factor in automobile lines, abstracts J. W. Henry. Ins Field (Grand Rapids Conv Daily ed) 63 6+ S 21 '34; East Underw Extra ed 35: 20 S 22 '34; Spectator 133 7+ S 20 '34; Weekly Underw 131 517 S 22 '34

Six interesting suggestions which, plus consistent work, will aid in automobile insurance sales J. H. Eglof. Weekly Underw 130 555 Mr 17 '34

Commissions

Virginia commissions; companies powerless to fight state's order reducing acquisition costs. J. A. Beha. East Underw 35:36 Ja 5 '34; Same Ins Field (Fire ed) 63 10 Ja 4 '34; Same. Nat Underw 38:27 Ja 4 '34; Same. Spectator 132:25+ Ja 4 '34

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Can cancel only if insurance is valid; New York court decision. East Underw 35:25 Je 15 '34

Full brokerage given where the company cancels; suit. Weekly Underw 130:595 Mr 24 '34

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Auto compensation plan. G. Broide. East Underw 35:42 Ja 5 '34

Auto compensation plan favored for Connecticut. M. D. Connor. Nat Underw 38:31 S 13 '34

Compensation for auto accidents up in Wisconsin. East Underw 35:31 Je 1 '34

Separate tribunal for accident cases urged. P. H. French. East Underw 34:39 D 15 '33

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Compulsory auto cover looming in New Jersey. East Underw 35:41 Ja 5 '34

Endorsement for West Virginia freight men. Weekly Underw 131:15 JI 7 '34

Financial responsibility law better than compulsory act. H. M. Starling. Nat Underw 38 30 Mr 29 '34

Five year analysis of experience under Massachusetts compulsory auto law. East Underw 35:40 Je 22 '34

Deferred payment protection

Agents must head off car finance monopoly. Weekly Underw 130:779 Ap 21 '34

Collision insurance at five dollars each car; Commercial credit corporation withdraws plan. Weekly Underw 130:1102 Je 9 '34

Drive on finance lines advocated. T. M. Childs. Nat Underw 38:2+ My 31 '34

Fidelity & guaranty fire declares war on finance business. Nat Underw 38:5 F 22 '34

General agency urges action to help agents recover financed auto lines. B. P. Carter. Ins Field (Fire ed) 63:4+ JI 26 '34

More companies in movement to secure automobile business. East Underw 35:1+ Ap 6 '34

Morris plan deal which recognizes agent. Nat Underw 38 6 Ap 19 '34

Motor car situation big worry for agents. T. M. Childs. Weekly Underw 130:1011 My 26 '34

New York agents support movement for first year auto premiums. East Underw 35:1+ My 25 '34

Super part-timer in insurance is the auto finance company H. F. Ogden. Nat Underw (Auto Ins no) 38:8+ Ap 13 '34

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Automobile and marine premiums and losses, 1933. East Underw 35:38 Mr 9 '34

Automobile insurance in 1933 shows improvement; tabulation. Nat Underw 38:25, 30 My 3 '34

Automobile premiums show less decrease in 1933 with a seven percent drop. Nat Underw (Auto Ins no) 38:3+ Ap 13 '34

Big fleets have 44% of stock total. Nat Underw (Auto Ins no) 38:20 Ap 13 '34

Five year analysis of experience under Massachusetts compulsory auto law. East Underw 35:40 Je 22 '34

Lower loss ratio is experienced by stock fire companies in 1933; stock fire automobile premiums and losses; tabulation. Nat Underw (Auto Ins no) 38:17-18 Ap 13 '34

Mutual automobile premiums increase; tabulation. Nat Underw (Auto Ins no) 38:26, 28 Ap 13 '34

Nation-wide experience of automobile liability insurance of companies licensed in New York state in 1933; tabulation. Spectator 132:15 Je 14 '34

1933 auto premiums totaled \$381,351,076. Ins Field (Fire ed) 63:13 My 3 '34

Stock casualty automobile premiums total over 214 million; tabulation. Nat Underw (Auto Ins no) 38:22, 24 Ap 13 '34

Ten ranking fire companies in automobile insurance in 1933; tabulation. Spectator 132:23 Ap 26 '34

Financial responsibility laws

Accident ratio not yet affected by financial responsibility laws. Nat Underw 37:26 D 28 '33

Analyzes responsibility statute in Pennsylvania; abstracts. A. E. Spottke. Nat Underw 38:31+ F 22 '34; Weekly Underw 130:395 F 24 '34

Average cost of insurance per car; relation of financial responsibility laws to premium rates. Spectator 133:33+ O 4 '34

Financial responsibility law better than compulsory act. H. M. Starling. Nat Underw 38:30 Mr 29 '34

Instructions issued on Pennsylvania law. Weekly Underw 129:1136+; 130:203 D 16 '33, Ja 27 '34

Methods of handling certificates changed in New Jersey. Weekly Underw 130:542 Mr 17 '34

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Questions asked about Pennsylvania statute.

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Responsibility law is now effective. In Minnesota. Nat Underw 38:31 Mr 1 '34

Responsibility law of Pennsylvania explained. W. W. Matthews Nat Underw 38:29+ My 31 '34

Fleet coverage

Fictitious fleets aid to producer. J. R. Johnson Nat Underw 38:30 Mr 22 '34

Group A. & H. and life, fake fleets in same boat. Nat Underw 38:27 N 1 '34

Illinois department seeks data on automobile fleet insurance. East Underw 35:31 Ap 27 '34; Nat Underw 38:34 Ap 26 '34

Illinois ruling on fictitious fleets. Spectator 132:24 F 8 '34; East Underw 35:35 F 16 '34

Michigan places ban on fictitious fleets. Ins Field (Fire ed) 63:10 Jl 26 '34

Some companies reported grabbing canceled fleets. Nat Underw 38:26 My 10 '34

Suggestions for solicitation of the automobile fleet. A. E. Redding. Nat Underw (Auto ins no) 38:10+ Ap 13 '34

Watch for effect of fleet ruling. Nat Underw 38:31+ F 15 '34

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Fraudulent claims

Accident faker and his claim ring smashed in Kansas. East Underw 35:42 Ap 27 '34

Convict Jersey doctor of faking auto claim. Weekly Underw 130:1231 Je 30 '34

Guest liability

Guest claim rate levy is far from sufficient. Weekly Underw 130:597 Mr 24 '34

Nebraska decision on guest passenger case. Weekly Underw 130:685 Ap 7 '34

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Financing automobile insurance premiums. C. G. Hale. Spectator 133:10 N 8 '34

National bureau rules on installment payments. Spectator 132:29+ Mr 1 '34; Abstracts. East Underw 35:37 Mr 2 '34; Ins Field (Fire ed) 63:10 Mr 1 '34; Weekly Underw 130:442 Mr 3 '34

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Advantage of selling actual value instead of stated amount automobile policies. G. I. Miller. Weekly Underw 131:652 O 6 '34

Advantages of a standard auto policy are cited. H. Justice. Nat Underw 38:30 Ag 9 '34

Agreement reached on standard form. Nat Underw 38:27+ Ag 23 '34

Automatic cancellation in new W. Va. standard policy. Nat Underw 37:23 D 14 '33

Basic structure of the coverage must be changed; would issue policies without named assured. J. H. McKinley. Weekly Underw 130:292 F 10 '34

Chubb & son, New York, are issuing stated amount comprehensive. Weekly Underw 131:751 O 20 '34

Comprehensive auto policy. East Underw 35:26 N 9 '34; Weekly Underw 131:837 N 3 '34

Comprehensive auto policy is being sold in Michigan. Nat Underw 38:3+ Je 7 '34

Comprehensive auto policy seen needing revision to be popular. East Underw 35:28 Ja 19 '34

Comprehensive automobile form analyzed. East Underw 35:19 Ja 12 '34

Comprehensive policy and electrical losses. T. H. Eggert. Weekly Underw 129:986-7 N 25 '33

Comprehensive policy endorsements issued. Weekly Underw 131:155 Jl 28 '34

Dealer form changed; company liability defined. Weekly Underw 131:108 Jl 21 '34

Deductibles on motor fire and theft bad. Weekly Underw 130:1016 My 26 '34

Full protection policy to cover one loss only. Weekly Underw 130:542 Mr 17 '34

Importance of selling automobile insurance properly proved by loss experience. Weekly Underw 131:388 S 1 '34

Liberal jury awards made it most evident that automobile policy limits should be adequate. E. C. Stone. Weekly Underw 130:1026 My 26 '34

Monthly reduction and valued policy forms. Weekly Underw 131:335 Ag 25 '34

Motor damage resulting from strike operations. Weekly Underw 130:1016 My 26 '34

Mutual men meet to draft standard auto public liability policy. Nat Underw 38:29+ Mr 22 '34

Named-driver policy is better. Nat Underw 38:29+ Mr 1 '34

New auto policy issued by American automobile of St. Louis. East Underw 35:30 Mr 23 '34; Nat Underw 38:29 Mr 15 '34

New liberal auto policies planned. Ins Field (Fire ed) 63:20 My 31 '34

Next step in standard policy move up to Texas. Nat Underw 38:30+ S 13 '34

Non-exclusion only in New Hampshire policies. Weekly Underw 129:1032 D 2 '33

Non-ownership auto liability and property damage insurance. W. M. Goodwin. Spectator 132:7+ F 22 '34

Non-ownership coverage is being studied today. Nat Underw 38:28 Ag 23 '34

Policies at cut-rate have many exclusions. Weekly Underw 131:287 Ag 18 '34

Question asked whether auto glass is covered in comprehensive form. Weekly Underw 131:617 S 29 '34

Quiz on automobile coverages. L. R. Ringer. Ins Field (Fire ed) 63:4 My 10; 4 My 17; 4 My 24; 4 My 31; 4 Je 7; 4 Je 14; 4 Je 21; 4 Je 28; 4+ Jl 5; 4 Jl 12; 4 Jl 19; 4 Jl 26; 4 Ag 2; 4 Ag 9 '34

Reduced liability limits designed to hold business. Ins Field (Fire ed) 63:14 Ap 12 '34

Reduction clause for use in New York state. Weekly Underw 131:154 Jl 28 '34

Standard auto policy. R. G. Rowe. Weekly Underw 131:325 Ag 25 '34; Abstracts Nat Underw 38:27+ Ag 30 '34; Spectator 133:31 Ag 30 '34

Standard policy is expected. Nat Underw 38:29+ Ap 19 '34

Standard policy shaping up well. Nat Underw 38:25 Jl 5 '34

Text of the tentative standard auto contract. Nat Underw 38:29, 38-9 Ag 23 '34

Three companies join on new complete form. Weekly Underw 130:1058 Je 2 '34; Spectator 132:24 Je 7 '34

Uniform automobile policy. W. S. Pope. East Underw 35:34 S 7 '34; Abstract. Nat Underw 38:27+ Ag 30 '34

West Virginia issues standard auto policy. Ins Field (Fire ed) 63:12 Ja 25 '34

Wisdom of reduced public liability limits questioned by Michigan agents. East Underw 35:36 Mr 30 '34

Would charge ten per cent additional for omnibus cover in automobile liability policies. W. R. Bagby. Weekly Underw 130:248 F 3 '34

Preventive work

Agents urged to help in street safety work. Weekly Underw 130:642+ Mr 31 '34

How auto accident prevention work is reflected in rating. A. E. Spottke. East Underw 35:40 Mr 16 '34

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Advantage sought over organized practices. Weekly Underw 130:1187 Je 23 '34

Approve A-B-C plan for use in Washington. East Underw 35:42 My 11 '34

Auto casualty rates revised in New York. Spectator 133:35 O 4 '34

Auto casualty rates revised in New York state. East Underw 35:35 O 5 '34

Auto fire and theft rates cut in New York. Weekly Underw 131:247 Ag 11 '34; East Underw 35:16+ Ag 10 '34; Spectator 133:25 Ag 9 '34

Average auto premium too low for any profit. Weekly Underw 130:442 Mr 3 '34

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 Bureau companies reduce Philadelphia auto rates. Spectator 131:29+ D 28 '33
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 Changes made in automobile rates. Nat Underw 38:31+ F 22 '34; Ins Field (Fire ed) 63:10 Mr 1 '34
 Company that fails to get adequate rate for automobile cover pretty certain to wither and collapse. E. C. Stone. Weekly Underw 131:296 Ag 18 '34
 Competitive results in Canadian summary. Weekly Underw 129:1026, 1180 D 2, 23 '33
 Expect Massachusetts auto rates to be about 1% higher. East Underw 35:29+ S 7 '34; Ins Field (Fire ed) 63:10 S 6 '34, Nat Underw 38:27 S 6 '34
 General Accident has auto occupational rating plan. Nat Underw 38:30 F 15 '34
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 More opinions given on rating by occupation. Weekly Underw 130:1230 Je 30 '34
 National bureau raises auto public liability rates in Georgia. Spectator 132:32 F 22 '34
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 To debate merits of A-B-C plan. East Underw 35:39 Ap 13 '34
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 Virginia orders reduction of 10% in automobile rates. Nat Underw 37:23 D 14 '33, East Underw 34:38 D 15 '33

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Automobile fleet demoralization remains. Weekly Underw 130:156+ Ja 20 '34
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 Orders companies to stop cutting rates; South Dakota. Ins Field (Fire ed) 63:7 Je 21 '34

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Fire and casualty agent at work; the menace of the drunken driver. C. G. Hale. Spectator 132:11 My 31 '34

Canada

Canadian premiums off 11% last year; losses are reduced. East Underw 35:1 Mr 16 '34; Spectator 132:25 Mr 15 '34; Weekly Underw 130:549 Mr 17 '34

France

Mileage insurance; premiums on a mileage basis. Business Week p23 N 3 '34

Great Britain

London newspaper introduces auto third party guarantee insurance. East Underw 35:41 My 11 '34

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New Hampshire bars master policies on financed auto sales. East Underw 35:1+ O 19 '34

Non-exclusion only in New Hampshire policies. Weekly Underw 129:1032 D 2 '33
 Sullivan's order opens wide field for thought. Weekly Underw 131:794 O 27 '34

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Instrumentalities on coast that make profits possible. B. G. Wills. Nat Underw (Auto ins no) 38:19 Ap 13 '34

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Automobile fire and theft results better. Weekly Underw 130:25 Ja 6 '34

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Automatic cancellation in new W. Va standard policy. Nat Underw 37:23 D 14 '33
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Aircraft premiums need a parachute. Spectator 132:26 Ap 12 '34
 Army flying of mail brings security rate increase. Ins Field (Fire ed) 63:19 Mr 8 '34
 Aviation insurance looks ahead with renewed optimism. East Underw 35:1+ Ap 13 '34
 Benefits seen in air mail changes. Nat Underw 38:4 F 22 '34
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 International union of air insurers is organized in London. East Underw 35:1+ Je 15 '34
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 South Pole plane is fully insured. Weekly Underw 129:978 N 25 '33
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Boiler and machinery line shows sharp pick-up in 1933. Nat Underw 38:25 Ja 11 '34
 Boiler and machinery lines gain in Canada. Spectator 132:29 Ap 26 '34
 Insurance on heating and residence boilers and vessels. G. E. Babbitt. East Underw 35:40 N 2 '34
 Residence boiler cover in blanket; companies simplify coverage and rating method. Nat Underw 38:29+ Jl 26 '34
 Some interesting aspects of the new residence boiler policy. Weekly Underw 131:297 Ag 18 '34

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Hartford Steam Boiler verdict upheld in high court. Weekly Underw 130:161 Ja 20 '34

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Cover on Delaware River bridge finally arranged. Nat Underw 38:6 Mr 22 '34
 Cover on Delaware River bridge may reach \$47,000,000. East Underw 35:1+ F 2 '34; Weekly Underw 130:243 F 3 '34
 Delaware Bridge commission explains insurance situation. East Underw 35:26 F 9 '34
 Heavy insurance on San Francisco-Oakland bridge. Weekly Underw 130:286 F 10 '34
 PWA requiring insurance on Delaware River bridge. Nat Underw 38:8 Ja 25 '34

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Building and full sea risks of new Cunarder. East Underw 35:32 S 14 '34
 Reporting or automatic builders' risk insurance considered from many angles. C. T. Hubbard. Weekly Underw 130:868+ My 5 '34; Same cond. Rand McNally Bankers Mo 51:523-4 S '34
 Underwriters compound premium on Queen Mary; building risks coverage. East Underw 35:31 O 5 '34

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Burglary and hold-up cover carries special appeal to numerous prospects at vacation time. G. P. Braun. Weekly Underw 130:1163 Je 16 '34

Burglary and robbery insurance. J. H. Curn. Credit & Fin Management 36:16 Ja '34

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Burglary business a favored casualty line.

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Burglary insurance underwriting under present day conditions. H. B. Montgomery.

East Underw 35:32 Ja 12 '34

Committee studies residence cover. Nat

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Entry to safe by working combination held no

bar to recovery under burglary policy; deci-

sion. Weekly Underw 130:936 My 12 '34

Line has increased steadily during past year;

local loss ratio favorable. Spectator 133:25

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Loss prevention in banking field. R. T. Wood.

East Underw 35:38 N 9 '34

Magnolia-by-the-Sea loss may be \$327,377.

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Messenger, interior and payroll robbery in-

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ing. R. A. Algire. Weekly Underw 130:354-6

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New burglary comprehensive form rates and

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New office burglary and robbery policy

authorized by the National bureau of

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& Fin Management 36:38 S '34

Producers should know residence cover facts;

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Residence burglary coverage broadened. Spec-

tator 133:29 Jl 12 '34

Robbery limitation is extended country wide.

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Business life insurance. R. E. Ross. II Am

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Life insurance for business purposes. C. A.

Tushingham, comp. 176p Provident mutual

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No agent can afford to ignore business in-

surance. L. G. Simon. East Underw 35:19+

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E. H. White. East Underw 35:19+ Mr 9 '34

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Use camera insurance to get new customers

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Casualty insurance and the recovery program.

R. J. Sullivan. Safety Eng 67:193-5 My '34;

Abstracts. East Underw 35:29 My 4 '34;

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Casualty insurance modern development—

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Compensation profit out. M. P. Cornelius. Ins

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Effect of casualty policy limit. P. Dorweller.

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Failure to carry casualty insurance imperils

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Fresh impetus given to co-operative drive to

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Hope for better joint operation of fire and

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vatism. G. A. Watson. Nat Underw 37:29+

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Problem in casualty morals; what price reci-

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Advertising by stock insurers essential for

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Aetna Casualty's Tony Sarg window displays

show clever use of humor in advertising.

II East Underw 35:34 Je 15 '34

Co-operative advertising by companies and

agents called real necessity. A. Dodge.

East Underw Extra ed 35:16+ S 22 '34

Four reasons for merchandising an adver-

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mutual casualty company. F. G. Parkinson.

II Ptd Salesmanship 62:177-9 N '33

Soglow's unique cartoons illustrate Aetna

Casualty & Surety ads for agents' use. East

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California acquisition cost rules win approval.

East Underw 35:37 Ap 6 '34

California's cost rules extensive. Nat Underw

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Casualty and bonding lines test skill of in-

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Convention of the Ontario fire and casualty

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Defends service of local agent. C. G. Hallo-

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Here's profitable business to be created. R.

N. Allen. East Underw 34:92 D 8 '33

Maryland casualty company wins over Olm-

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'34; Same. East Underw 35:43 Ap 13 '34;

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Casualty insurance companies business of
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Insurance, Inland marine	Salvage (fires)

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Agreement as to use of premises is stronger than a warranty. East Underw 35:27 S 7 '34

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Depreciation should be explained to assured when policy is issued. C. Hayes. East Underw 35:42 O 12 '34

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More enthusiasm needed in selling fire lines. W. Quaid. East Underw 35:29+ F 23 '34; Excerpts. Spectator 132:31 F 22 '34

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Seek to eliminate underwriters' agencies in Boston territory. Spectator 132:23 Ap 26 '34

Separation endorsed for entire West. Spectator 132:25 Ap 26 '34

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Insurance, Fine arts
Insurance, Fur
Insurance, Jewelry
Insurance, Laundry bundle
Insurance, Motor truck contents
Insurance, Musical instruments
Insurance, Parcel post
Insurance, Personal effects

Adjustment of claims

Adjustment of losses under mercantile floater L. A. Walters Weekly Underw 130:430-2 Mr 3 '34

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Floater insurance, important coverages H. A. Warden Weekly Underw 130:238+, 286-9 F 3-10 '34

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Insurance, Contractors' public liability
Insurance, Employers' liability
Insurance, Golfers' public liability
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 Insurer waiting until last day of contestable period to deny liability cannot maintain action for cancellation of policy. Weekly Underw 131:564 S 22 '34
 Lay testimony as to insured's apparent health held sufficient to contradict attending physician's statement in proof of death. Weekly Underw 131:408 S 1 '34
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 Many problems in regard to dividends after lapse L. A. Hamilton. Nat Underw (Life ed) 37:8 D 8 '33
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Agent is the goat. A. B. Olson. Nat Underw (Life ed) 38:2+ Mr 30 '34

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Keep renewals free for future. C. O. Fischer. East Underw 35:11-12+ Je 8 '34

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- Has multiple protection form; Union Central. Nat Underw (Life ed) 38:16 S 21 '34
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Beneficiary change fraud if insolvent. *East Underw* 35 21 Ap 13 '34

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INSURANCE, Wedding present

- Arrival of June is signal to sell wedding present policies. East Underw 35:27 Je 1 '34

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- Advocates English system of retrospective rating and lower commissions in compensation. G. D. Mead. Nat Underw 38:29+ Ja 18 '34
- Agents seek ways to broaden market for compensation risks. East Underw 35 33 S 14 '34
- Auditing clearing house urged. A. S. Schwartz. East Underw 35:37+ N 2 '34
- Casualty insurance and the recovery program. R. J. Sullivan. Safety Eng 67:193-5 My '34
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- Compensation cover cost reduction methods given. H. L. Jamison. Nat Underw 38:31+ My 17 '34; Abstract. East Underw 35:34-5 My 18 '34
- Compensation problem. C. W. Fellows. East Underw 35 40 Ap 6 '34
- Compensation problem is coming to a head. East Underw 35 42 Ja 26 '34
- Compensation profit out. M. P. Cornelius. Ins Field (Fire ed) 63:10+ F 1 '34; Abstract. Nat Underw 38:27 F 1 '34
- Compensation remedy presents difficulties. C. W. Hobbs Spectator 131 30-1 D 7 '33
- Compensation results reviewed. C. W. Hobbs. East Underw 35:36-7 Ap 27 '34
- Continental Casualty of Chicago requires signed application. Nat Underw 38:25+ Jl 19 '34
- Continue parleys on compensation. Nat Underw 38:29-30 F 15 '34
- Credit practice causing wasting. Nat Underw 38 35+ My 24 '34
- Debate greater scope of industrial disease cover Nat Underw 38 27 Ja 11 '34
- Discussions of the industrial accidents and diseases at the 1933 meeting of the International association of industrial accident boards and commissions, Chicago. U S Bur Labor Statistics Bul 602 1-216 '34
- Does occupational disease require separate form of cover from workmen's compensation? Weekly Underw 130:149, 166-7 Ja 20 '34
- Group of buyers make suggestions. Nat Underw 37 27 N 23 '33
- Insurance idea often incorrectly used when applied to unemployment problems. L. H. Lippincott. Weekly Underw 130:786-8 Ap 21 '34
- Liberalization of laws lifts compensation cost. W. E. Chowen Nat Underw 38 37 My 24 '34
- More compensation changes expected. Nat Underw 37 25+ D 28 '33
- National bureau of casualty and surety underwriters will submit plan to secure agents' view Nat Underw 38:31+ Ja 25 '34; Excerpt Ins Field (Fire ed) 63 8 Ja 25 '34
- Need major operation in compensation line. G. D. West. Weekly Underw 130:116+ Ja 13 '34
- New problems in new relief plan. Nat Underw 38:31+ Ap 5 '34
- Report to National council. W. F. Roeber. Ins Field (Fire ed) 62:6 D 14 '33
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- Two big companies quit compensation; Commercial casualty and Metropolitan casualty. Nat Underw 37:29+ D 21 '33
- Understanding of acquisition cost most important. W. E. Harrington. East Underw 35:37+ Mr 23 '34; Same. Nat Underw 38: 29-30 Mr 22 '34

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Alleged agreement by employer to employ injured employee for life at original wage in settlement of compensation claim held void. *Weekly Underw 131:224 Ag 4 '34*

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Company held liable in silicosis cases. *Ins Field (Fire ed) 63:12 Jl 26 '34*

Court affirms priority of New York compensation claimants. *Spectator 133:29 Ag 30 '34*

Hit by six silicosis suits before canceling binder; Massachusetts bonding co. *Nat Underw 38:33 Je 7 '34*

How eye photographs aid in adjusting of claims. *R. W. Bennett. Nat Underw 38:41 O 18 '34*

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New York Supreme court rules that state workers are entitled to preference in claims. *Weekly Underw 131:389-90 S 1 '34*

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Sound advice given agents on the writing of workmen's compensation. *B. C. Taylor. Ins Field (Fire ed) 63:4 Ag 2 '34*

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Warns against bogus insurance cover. *E. F. Andrews. Weekly Underw 130:1066 Je 2 '34*

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Insurance company sues town; Aetna Life's test case to collect premium on compensation and liability policy. *East Underw 35: 34 Ag 10 '34*

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Plan to cut compensation losses. *K. V. Roth-child. Weekly Underw 130:348+ F 17 '34*

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Illinois to lead in factory safety. *Nat Underw 38:29+ S 27 '34*

Taking the guess-work out of accident prevention; work of casualty insurance companies. *A. C. Carruthers. Il Safety Eng 68:95-8 S '34*

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Aggregate 14.4% rate increase asked in Wisconsin. *East Underw 35:43 S 21 '34*

Automatic rate hike may result. *Nat Underw 37:23+ N 16 '33*

Committee discusses compensation report. *Weekly Underw 130 1103+ Je 9 '34*

Compensation board eliminates schedule rating. *Safety Eng 66 177-8 N '33; East Underw 34:36-7 N 17 '33; Ins Field (Fire ed) 62:10 N 16 '33; Spectator 131:29+ N 16 '33; Weekly Underw 129:956+ N 18 '33*

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Compensation rate plan recommended; National council on compensation insurance. *Ins Field (Fire ed) 63:10+ My 31 '34*

Compensation rates increased in Georgia. *Ins Field (Fire ed) 63:12 Mr 29 '34*

Cost accountant analyzes safety. *C. E. MacNabb. Nat Safety N 30:57-8 O '34*

Council prepares to file new rating plan. *East Underw 35:36 Je 8 '34*

Inequity of compensation insurance rates in California. *A. B. Foote Min & Met 15 419-20 O '34*

Just compensation; higher benefits mean higher rates. *Business Week p24-5 S 15 '34*

Need sound foundation in compensation rates. *L. S. Senior. East Underw 35:46 F 9 '34*

New compensation plan. *L. S. Senior Spectator 132:33 Je 21 '34. Excerpt. Weekly Underw 130 1194 Je 23 '34*

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New rate formula is rational plan. *L. S. Senior. Nat Underw 38:31 Je 28 '34*

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New York department grants compensation rate raise. *Spectator 132:29 Je 21 '34*

New York gives rating approval. *L. S. Senior. Nat Underw 38:37-8 Je 21 '34*

Payroll compensation plan now is used in every state. *Nat Underw 38:26 S 6 '34*

Rate level changes. *W. F. Roeber. East Underw 34:37 D 22 '33*

Realistic plan for determining compensation rate levels. *L. S. Senior. Weekly Underw 129:1001-2 N 25 '33; Same abr. East Underw 34:30-1 D 1 '33; Abstract. Nat Underw 37:29+ N 30 '33*

Sees improvement in compensation. *W. H. Stewart. Nat Underw 38:32 S 20 '34*

Solution of compensation problem up to employer. *W. E. Harrington. East Underw Extra ed 35:8+ S 22 '34; Same. Ins Field (Grand Rapids Conv Daily ed) 63:5+ S 20 '34; Same. Nat Underw Conv no 38:6+ S 21 '34; Abstract. Weekly Underw 131:54 S 22 '34*

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Stock carriers much pleased by increase in compensation rates. *East Underw 35 33+ Je 22 '34*

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Compensation self-insurers are criticised in Michigan. *Nat Underw 38:29+ Mr 8 '34; Ins Field (Fire ed) 63:16 Mr 8 '34*

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Illinois brokers association protests compensation withdrawal. East Underw 35:32 F 2 '34
 Illinois is ninth state to invoke retaliatory laws; New York carriers suffer. Nat Underw 38:29 O 4 '34
 Illinois now requires New York companies to make deposit. Nat Underw 38:39 S 20 '34
 Illinois occupational disease act defined. O. Kerner. Ins Field (Fire ed) 63:10+ O 25 '34; Same. East Underw 35:44 N 2 '34
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Occupational disease plan; method of handling silicosis under workmen's compensation insurance in Massachusetts. Nat Underw 38:35 F 15 '34

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Ask \$974,000 damages in silicosis actions; epidemic of suits in Missouri. Weekly Underw 130:453, 547 Mr 3, 17 '34

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High spots in writing of compensation insurance in New Jersey. A. R. Lawrence. Weekly Underw 130:1146-7 Je 16 '34

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 Need sound foundation in compensation rates. L. S. Senior. East Underw 35:46 F 9 '34
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North Carolina dept. approves compensation plan; voluntary assumption of undesirable risks on pro rata basis. Spectator 133:29 O 11 '34

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Compensation companies may leave Oklahoma. Ins Field (Fire ed) 63:9 S 27 '34
 Read's deposit rule hits all companies. Ins Field (Fire ed) 63:10 S 13 '34; East Underw 35:46 S 21 '34

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Insurance company sues town; Aetna Life's test case to collect premium on compensation and liability policy. East Underw 35:34 Ag 10 '34

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Texas buyers council takes up compensation. Weekly Underw 131:654 O 6 '34

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 Compensation is big issue. H. A. Bird. Nat Underw 38:18 O 25 '34

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Actuaries' contribution. J. S. Thompson; P. Dorweiler; F. B. Mead. Spectator 131:30-1 sec 2 D 7 '33
 John K. Gore, famous actuary, to retire from Prudential East Underw 35:3+ Ja 12 '34

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Adopt mandatory rule on balances. Nat Underw 38:4 O 25 '34
 Agency qualification by company rather than by law encouraging sign. F. T. Priest. Weekly Underw 131:5+ Jl 7 '34
 Agency representation in company bureaus. C. G. Hale. Spectator 132:13 Je 14 '34
 Agent describes plans for getting business, impressing clients and holding renewals. Ins Field (Fire ed) 63:6+ F 8 '34
 Agent must offset laxity of buyers. H. B. McKibbin. Nat Underw 38:30 O 18 '34
 Agent wishes to treat all insurances as one. C. A. Abrahamson. Weekly Underw 131:244 Ag 11 '34
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 Branch offices put on the grill. Nat Underw 38:29+ Mr 29 '34
 Buyer points out how agent's service is needed by large industrial businesses. N. Elsas. Ins Field (Fire ed) 63:4 Je 28 '34
 Claim of overcrowded business; better qualified agents A. E. Redding. Spectator 132:29+ Mr 22 '34
 Common errors made by agents involve them and companies in many difficulties. C. H. Smith. Weekly Underw 129:862, 1036 N 4, D 2 '33
 Company jails a delinquent agent. Nat Underw 38:23 Je 14 '34
 Competition vs. cooperation between companies and agents. C. F. Liscomb. Spectator 133:6+ S 6 '34
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 Difficulty of reducing overhead makes it item of first importance to local agents. A. C. Stevens. Weekly Underw 130:1063 Je 2 '34
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 Executive discusses agency-broker plan. Ins Field (Fire ed) 63:7+ F 22 '34
 Expert evolves new approach in selling group. E. J. Neal. Ins Field (Life ed) 63:11 F 2 '34
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Gold mines all about us; building up personal knowledge and experience, W. M. Goodwin, Spectator 132:6-7 My 17 '34

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Local agent draws two object lessons from widespread chiseling in business, Ins Field (Fire ed) 63:6 Ja 11 '34

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Advertising should sell name of local agent to community, H. V. Carlier, East Underw 35:31 S 14 '34

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Art photographs by Owen Smith make him known to his prospects, C. Lindley, II East Underw 35:49 pt 2 S 21 '34

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How use of nonsense in advertising has broken down sales resistance, L. Stephenson, East Underw 35:42 Ap 13 '34

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Code opponent lists specific objections, W. J. Welsh, East Underw 35:22 Mr 30 '34; Excerpts, Weekly Underw 130:601 Mr 24 '34

Combine is formed against the code, Nat Underw 38:3+ F 8 '34

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Company sentiment for a joint control of practices grows, Ins Field (Fire ed) 62:7-8 D 21 '33

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Hope to develop conference plan. *Nat Underw* 37:1+ N 16 '33

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National association president again defends code action. A. I. Wolff. *East Underw* 35:20+ F 2 '34; *Excerpts. Ins Field (Fire ed)* 63:7 F 1 '34

NRA now said to favor wages-hour code for insurance. *Ins Field (Fire ed)* 63:7-8 Mr 1 '34

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New viewpoints on agents' code arise. *Ins Field (Fire ed)* 63:7+ Ja 11 '34

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New Jersey agents adopt firm stand on company plants. *Ins Field (Fire ed)* 63:7+ Mr 1 '34; *East Underw* 35:23 Mr 2 '34

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Arizona law unconstitutional. *Credit & Fin Management* 35:40 D '33

Data on licensing of non-residents; tabulation. *Ins Field (Life ed)* 63:4 Mr 30 '34

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New licensing methods planned in New Jersey. *Weekly Underw* 130:778 Ap 21 '34

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Qualification law is upheld in court test; Kansas Supreme court. *Weekly Underw* 131:121 J1 21 '34

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Rhode Island tightens insurance supervision. *East Underw* 34:22 D 1 '33

Seeks to improve caliber of agents in the field. O. L. Heltzen. *Nat Underw* 38:28 N 1 '34

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Cast iron
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Benzol (commercial	Oil burners
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Containers	Private brands
Dealer helps	Products, Improved
Display of merchandise	Products, New
Distribution (eco-nomics)	Retail trade
Exchanges	Returned goods
Exclusive agencies	Sales management
Export trade—Marketing	Sales policies
Family of products	Salesmanship
Farm market	Salesmen
Farm produce—Marketing	Salesmen, Retail
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Atoms	Diffusion
Brownian movements	Dissociation
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Chemistry	Electrons
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|----------------|----------------------|
| Hardness | Solution (chemistry) |
| Ions | Specific gravity |
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| Gages | Micrometers |
| Gas flow | Photometry |
| Gas measurement | Pyrometers and pyrometry |
| Industrial management—Measurement | Statistical methods |
| | Stream measurements |
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Display of merchandise	Retail trade—Store management
Electric apparatus and appliances—Merchandizing	Returned goods
Exhibits	Sales, Special
Family of products	Sales management
Fashion	Sales policies
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Gas industry—Merchandizing	Samples (merchandizing)
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See also

Aluminum—Cleaning	Steel castings—Clean-
Pickling (metals)	ing
Sand blast	Washing machines
Steel—Cleaning	(for metal parts)

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See also

- | | |
|---------------------|-------------------|
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| Colorizing | Metal protection |
| Electroplating | Paint, Protective |
| Enamel and enamel- | Pipe coating |
| ing | Plating |
| Galvanizing | |

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- Patina

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See also

- | | |
|---|----------------------|
| Broaching | Milling |
| Cutting machines | Milling cutters |
| Cutting-off machines | Oxyacetylene cutting |
| Cutting tools | Saws, Metal working |
| Drilling and boring | Screw machines |
| (metal working, | Shears (machines) |
| etc.) | Steel cutting |
| Lubrication and lubricants (cutting and grinding) | Taps |
| Machine tools | Thread cutting |
| Machine work | Threading machines |
| | Tool steel |

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See also

Bonderizing	Lacquer and lacquer-
Grinding	ing
Honing	Polishing
Japanning	Steel—Finishing

Testing

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METAL foils**See also**

Aluminum foil

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Furnaces, Metallurgical	Sintering
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| Atmospheric electricity | Polar year, International |
| Atmospheric temperature | Rain and rainfall |
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Highway transportation	Road traffic
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Annual meeting, 19th, Cleveland, June 18-21. Iron Age 133 38-9 Je 28 '34, Steel 94 19-20+ Je 25 '34

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Fuel

Gas oil

Gasoline

Grapefruit oil

Linseed oil

Lubricating greases

Lubricating oils

Lubrication and lubri-

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Olive oil

Orange oil

Palm oil

Petroleum

Pumpkin seed oil

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Rancidity

Road oils

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| Combustion | Peroxides |
| Corrosion and anti-corrosives | Spontaneous combustion |

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See also

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| Alumina | Magnesia |
| Anhydrides | Peroxides |
| Ethers | Silica |

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| Candy trade | Containers |
| Canned food | Sales units |
| Cigarets | Toilet goods |

Advertising

See also

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Labeling
Plants—Packaging

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Cellophane
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Wrapping paper

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Boxes
Containers (for shipping)

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Linseed oil	Varnish and varnish- ing
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Evaporation	Quantum theory
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Fluids	Radioactivity
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Gas distribution	Sewerage
Pipe joints	Water distribution

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Electric conduits	Pipe laying
Electrolytic corrosion	Piping (power plants)
Gas, Natural—Pipe lines	Sewerage
Gas distribution	Steam pipe lines
Gas pipes	Steam pipes
Gasoline pipe lines	Water distribution
Heating from central stations	Water pipes
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See also

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See also

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Beta rays	Radioactivity
Cosmic rays	Radiography
Gamma rays	Radium
Heat	Raman effect
Heat radiation	Solar radiation
Heating—Tables, calculations, etc.	Sound
Infra-red rays	Spectrum
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Steam heating

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Broadcaster Baer. *Ptr Ink* 167:12 Je 21 '34
Campbell hunts leading lady. *Ptr Ink* 168:26 Jl 19 '34

Changes due in radio; new stars, new script writers. B. A. Grimes. *Ptr Ink* 169:94-5 O 11 '34

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Copy on the air. F. B. Ryan, Jr. *Ptr Ink Mo* 28:17+ Mr '34

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Naturals. B. A. Grimes. *il* *Ptr Ink Mo* 27:16+ D '33

Network sponsor gets plus value from broadcasts; Blackstone cigar radio program. *il* *Ptr Ink* 165 45-6 N 30 '33

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Out front or out back? H. R. Wellman. *il* *Adv & Sell* 22:24+ Ap 12 '34

Pros and cons of studio audience. B. A. Grimes. *il* *Ptr Ink Mo* 28:24-5+ Ap '34

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 Radio time table; a schedule of the radio programs being presented by oil companies, with time, description and stations. *Pet Age* 28:29 Ap '34
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 Seth Parker launches world cruise; national advertisers to accompany him. B. A. Grimes. *il Ptr Ink* 165:29+ N 16 '33
 Standard Brands gets 1,500 dealers on its weekly special bandwagon. *il Sales Management* 34:93-4 F 1 '34
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 Two action campaigns that led up to a successful climax; dramatic mailing pieces in the Majestic refrigerator and radio campaigns. G. E. Mitchell. *il Ptd Salesmanship* 62:174-6 N '33
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 When Main street listens to the radio. M. Dana. *il Adv & Sell* 22:44, 46 F 1 '34
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Censorship of the air. *Ptr Ink* 168:12, 16 Ag 2 '34
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 Green U.S. signal for radio. B. A. Grimes. *Ptr Ink* 168:32-4+ S 20 '34

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| Credit departments— | —Records |
| Records | Photographic records |
| Factories—Records | Production control |
| Files and filing (docu-ments, etc.) | Railroads—Records |
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Car cooling	Ice plants
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Cold storage	Piping (refrigerating plants)
Compressors	Refrigerants
Cooling	Refrigerating engineering
Cooling of fruits and vegetables	Refrigerating plants
Cooling of water	Refrigeration on cars, trucks, etc
Cooling towers	Refrigeration on ships
Electricity in air conditioning	Refrigerator cars
Evaporators	Refrigerators
Freezing	

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Mine shafts

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- Belting
Power transmission
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Crankshafts**SHAFTS, Mine.** See Mine shafts**SHALE**

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Milling cutters—**Sharpening****Saws—Sharpening****SHARPNESS**

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SHAVING cream**Advertising**

- Premiums for men; Squibb new shaving cream. *Il Ptr Ink* 167:89+ Je 21 '34

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Wool**SHEEPSKIN**

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See also

Sheet steel

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See also

Sheet iron

Sheet steel

Tin plate

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SHEET metal, Enameled

Brigsteel drawn metal kitchen sinks to replace cast-iron? *il Sales Management* 35:242 S 15 '34

Brilliantly luminous service station makes wide use of steel and glass. *il Steel* 94:34 Je 4 '34

Completes shop fabricated steel house in Wheeling, W. Va. *il Steel* 94:28-9 Ap 23 '34

Effect of delay in enameling pickled sheet iron. E. G. Porst and H. G. Wolfram. *Am Cer Soc J* 17:297-300 O '34

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Porcelain enamel-on-metal murals. *il Iron Age* 133:24-5 F 22 '34

Porcelain enameled steel buildings. L. W. Allison and M. B. Catlin. *il Iron Age* 134:18-23 S 6 '34

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Porcelain station has lubratorium parallel with service drives; Sparklite service station. *il Nat Pet* N 26:37 Jl 4 '34

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White Castles constructed of porcelain enameled sheets. *il diag Steel* 95:28 O 29 '34

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Enameled ware

SHEET metal handling

Storing and handling sheet brass and nickel. F. A. Westbrook. *il Metal Ind* 32:301 S '34

SHEET metal houses

Another new all-metal house, Universal home corp. Zanesville, O. *il Sheet Metal Worker* 25:126 Mr '34

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Five rooms for \$1502. *il plan Am Bld* 56:48-9 S '34

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Steel houses

SHEET metal shops

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Interesting study of records of a jobbing and repair shop. *Sheet Metal Worker* 25:296-8+ Ag '34

Keeping costs to comply with code. F. U. Ritter. *Sheet Metal Worker* 25:84-9 F '34

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Your world of troubles; overhead. F. U. Ritter. *Sheet Metal Worker* 25:156-6+, 183-5 Ap-My '34

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Facts for roofers wanting more business. *il Sheet Metal Worker* 25:326-7 S '34

Making winter months count. *Sheet Metal Worker* 24:393-5 D '33

Managing your incoming orders. *Sheet Metal Worker* 25:159-60+ Ap '34

Sample of roof deck gives the customer an idea—the contractor an order. *il diag Sheet Metal Worker* 25:367+ O '34

Seeking business from those who are doing business. *il Sheet Metal Worker* 25:364 O '34

SHEET metal trade

Associations in metropolitan New York area uniformly supporting the code. *Sheet Metal Worker* 24:366 N '33

Bid depository plan at Philadelphia. *il Sheet Metal Worker* 25:336 S '34

Cashing in on better housing plan. *il Sheet Metal Worker* 25:359-60 O '34

Code authority elected at national conference in New York. *Sheet Metal Worker* 25:97-9+ F '34

Code bars lowering competitive estimates on private work. *Sheet Metal Worker* 25:112-14 Mr '34

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Little object lessons in business. *Sheet Metal Worker* 24:361-2 N '33

Meeting shopless competition. *il Sheet Metal Worker* 25:227-8+ Je '34

New business for shop owners; increasing popularity of chromium finished metals. *il Sheet Metal Worker* 25:33-4 Ja '34

New opportunities for business. A. C. Hasse. *il Sheet Metal Worker* 25:123-4 Mr '34

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What the code means to industry. E. A. Scott. *Sheet Metal Worker* 24:346-7+ N '33

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SHEET metal trade—Advertising—Continued

Helping owners finance repairs. Sheet Metal Worker 25:303 Ag '34
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History

With the older companies. Sheet Metal Worker 25:28-30 Ja '34

SHEET metal work

Attractive finish helps metal products sales; pre-finished raw materials. H. R. Simonds. Il diag Iron Age 133:17-20 My 10 '34

Bending properties of sheet metal. Il Iron Age 133:22-3 Ap 26 '34

Blown-up trademarks create business for steel fabricating shops. Il Steel 95:48 S 24 '34

Designing dies for forming frames for electric motors. E. Garrett. diags Mach 40 327-8 F '34

Forced-air draft design O. W. Kothe. diags Sheet Metal Worker 25:92-3+, 121-2+ F-Mr '34

Forming, welding and finishing sheets in manufacture of commercial shelving; Lyon metal products inc. Il Steel 94:26-7 My 21 '34

Formula for width of stock required for multiple circular blanking. E. R. Johnson. diag Mach 40:677 Jl '34

Hand-operated bending fixture for sheet-metal parts. E. Heller. diag Mach 40:281-2 Ja '34

How traffic signs are cut, painted, mounted and maintained; consumption of steel in connection with the regulation and control of traffic, Cleveland. Il Steel 95:28, 31+ Ag 13 '34

Inexpensive bending tools. W. Ernest. diags Am Mach 78:22 Ja 3 '34

Making enameled steel tubs for washing machines; Youngstown pressed steel co E. F. Ross Il Steel 94:23-5+ Ja 22 '34

Notable contract in stainless; fabricating and erecting 20-gage 18-8 stainless for two milk powder plants. Il Sheet Metal Worker 25:153-4 Ap '34

Producing sharp corners in press work. C. W. Hinman. diags Am Mach 78:713 O 10 '34

Proper vs. improper duct design. O. W. Kothe. diag plans Sheet Metal Worker 25:148-9, 193-5 Ap-Mr '34

Sheet metal man's unusual float in a civic parade Il Sheet Metal Worker 25:340 S '34

Two-roll beer cooling box. D. A. Casey. Il diags Sheet Metal Worker 24:349-50 N '33
 Unit finishing of sheets by decalomania methods S. P. Wilson Steel 94 28 Je 4 '34

Vapor, fume and dust removal. C. L. Hubbard. diags Sheet Metal Worker 25:199-200, 225-6+, 291 My-Je, Ag '34

Welded burial vaults immune to water and rust; Sozonian vault co. A. H. Allen. Il Steel 94:25-7 Mr 26 '34

See also

Air pipes	Sheet metal, En-
Boilers, Range	ameled
Exhaust systems	Sheet steel
Pipes	Shells (metal work)
Press tools	Stamping
Presses	Tin cans
Punching	Tubes
Rolling (metal work)	Ventilators
Rolling mills	Water tanks
Sheet iron	

Study and teaching

Work of apprentices in Phoenix; sheet metal class wins cup presented by State department of vocational education. Il Sheet Metal Worker 25:157-8 Ap '34

Tables, calculations, etc.

Developing blanks for bending and forming. C. W. Hinman. diags Am Mach 78:507-8 Jl 18 '34

SHEET metal work, Architectural

Beginning of metal ceilings. A. E. Bowers, jr. Il Sheet Metal Worker 25:23-4 Ja '34

Details for better wall panel joints; new metal trim. Il diags Am Bld 56:50-1 S '34
 Dome re-roofed with tin. Il Sheet Metal Worker 24:354-5 N '33

High class sheet metal work on residence. Il diag Sheet Metal Worker 24:381-2+ D '33

Metal panels for building exteriors; Revocon system. Iron Age 134:15+ Jl 26 '34

Porcelain enamel-on-metal murals. Il Iron Age 133:24-5 F 22 '34

Practical fasteners are essential to success of metal building exteriors; Revocon system. Il diags Steel 95:23-5 Ag 20 '34

Roof with a record; metal shingle roof and 24-gage gutters are still in good condition after 21 years. Il Sheet Metal Worker 25:116 Mr '34

Steel panels for old buildings. Steel 94:31 Ap 9 '34

Trends in architectural use of sheet metal products. F. Lorne. diags Steel 95:34-5+ S 17 '34

Unusual sheet metal work on airport; method of applying sheet aluminum to structural steel. Il diag Sheet Metal Worker 25:40-1 Ja '34

Ventilator not for ventilation; housing for fire department siren. Il Sheet Metal Worker 25:196 My '34

See also

Aluminum, Structural	Ironwork, Architec-
Ceilings, Metal	tural
Copperwork, Archi-	Roofing, Copper
tectural	

SHEET metal work, Decorative

New business for shop owners; increasing popularity of chromium finished metals. Il Sheet Metal Worker 25:33-4 Ja '34

SHEET metal workers

Apprenticeship education in New York Il Sheet Metal Worker 25:46+ Ja '34

SHEET metal working machinery

Pels and co sheet nibbling shears. Il Engineering 136 599-600 D 1 '33

Punches and dies for small and large lots. Il Am Mach 78:178-80 F 28 '34

Selson rapid sheet flanging machine. Il diags Engineering 136:612-13 D 1 '33

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Presses	
Punching machinery	

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Over a century of tool and machine making. Il Sheet Metal Worker 25:5-9 Ja '34

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Deep open caissons for Bay bridge. C. H. Purcell, C. E. Andrew and G. B. Woodruff. Il diags Eng N 113:231-3 Ag 23 '34

Details of steel sheet-piling bulkheads; design and construction of tie rods, wales, anchorages, fender timbers, and bollards. R. P. Pennoyer. Il diags Civil Eng 4:197-201 Ap '34

Gravity bulkheads and cellular cofferdams. R. P. Pennoyer. Il diags Civil Eng 4:301-5 Je '34

Interlocking steel sheet piling. diags Engineering 138:234 Ag 31 '34

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Lock concreting at Rock Island dam; first of the new canalization works for the upper Mississippi river. Il Eng N 112:343-4 Mr 15 '34

Pier construction in a 28-ft. tide; long steel-core cofferdam inclosing 43 acres at Saint John, N.B. Il diags plan Eng N 112:219-24 F 15 '34

Safer trench piling; making puddle wall for West Middlesex sewage scheme. Il diag Engineer 157:528 My 25 '34

Seawall of novel design for Seattle waterfront. Il diags Eng N 113:579-83 N 8 '34

Soil erosion check dams require considerable steel. Il Steel 95:35 O 8 '34

SHEET steel

Alloys for carburizing containers. E. F. Cone. Il Am Mach 78:464-5 Jl 4 '34

SHEET steel—Continued

- Blue edges on sheets in box annealing. E. R. Mort. Iron Age 133:21 Je 14 '34
- Carbon steels for bars, rods, sheet and strip. II Metal Prog 26:33-6 O '34
- Concrete between sheets as road foundation. N. L. Anderson. Iron Age 134:48 Jl 19 '34
- Effect of delay in enameling pickled sheet iron. E. G. Porst and H. G. Wolfram. Am Cer Soc J 17:297-300 O '34
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- Importance of grain size of sheet steel for deep drawing, abstract and discussion. R. L. Kenyon. II Steel 95:34 N 5 '34
- Influence of rolling on mild sheets C. A. Edwards. Blast F & Steel Pl 22:292 My '34
- Making steel sheets. II Pulp & Pa of Can 35:24-5 Ja '34
- Manufacture of full finished steel sheets. E. R. Mort. II Blast F & Steel Pl 22:389-91+, 452-3+, 520-2, 581-2 Jl-O '34
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- New sheet annealing unit reduces heating and cooling time II Iron Age 134:35 S 27 '34
- Die oberfläche von feiblechen. E. Marke. II Stahl Eisen 54:149-52 F 15 '34; Abstract (Origin of surface flaws of steel sheets) Iron Age 134:30-2 S 13 '34
- Pickling of mild steel sheets H. Edwards bibliog II Blast F & Steel Pl 22:505-8, 577-8, 590 S-O '34
- Porcelain enameled steel buildings L. W. Allison and M. B. Catlin II Iron Age 134 18-23 S 6 '34
- Pressed-steel bodies. G. L. Kelley. Automobile Eng 24:154 Ap '34
- Prices tell market history; tabulation. Steel 94:151-2 Ja 1 '34
- Sheet mill economies with combination system. E. R. Mort. Iron Age 133 69 Je 14 '34
- Steel in sound-absorbent tile. Steel 94:34 Je 18 '34
- Steel panels for old buildings. Steel 94:31 Ap 9 '34
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- Testing sheet steel insulation. J. T. Nichols. II Refrig Eng 28:76-9 Ag '34
- Three types of mills compete for flat rolled tonnage. Steel 94 122-3 Ja 1 '34
- Using sheets for road foundations. II Steel 95: 40-1 S 17 '34
- Wide sheets for streamline bodies produced by special flash welder. P. W. Fassler. II Iron Age 134:38-9 S 20 '34

See also

Barrels, Steel
Steel, Automobile
Steel plates

Drawing

- Deep drawing sheet steel. L. B. Hunt II Automobile Eng 24:25-7 Ja '34

Testing

- Corrosion tests of mild steel sheets. F. Eisenkolb. Iron Age 134:41 S 20 '34
- Deep drawing sheet steel. L. B. Hunt. II Automobile Eng 24:26 Ja '34
- Testing sheets for stability against aging under strain. R. L. Kenyon and R. S. Burns. Iron Age 134:26-8 Ag 9 '34

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- Quality guides in buying sheets and pillowcases. R. O'Brien. II diag U S Agric Leaflet 103:1-8 '34
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- Women won't buy with government yardstick. E. C. Morse. Ptr Ink 166:37 Ja 4 '34

Advertising

- Pepperell hits snipers; meets unfair loss-leader selling II Ptr Ink 169:28 O 4 '34

SHEFFIELD farms company

- Consolidated cows; National Dairy's 8 per cent of U.S. production. II Fortune 9:173-4+ My '34

SHELL petroleum corporation

- Purchased Barnsdall-O'Neil oil co. Milwaukee. Nat Pet N 26 15 Mr 28 '34

SHELL transport and trading company

- Annual general meeting, London. Economist 118 1400 Je 23 '34
- Shell Transport results Economist 118:1263 Je 9 '34

SHELL union oil corporation

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See also

- | | |
|-------------------------|---------------|
| Blast furnaces | Metallurgy |
| Furnaces, Metallurgical | Ore treatment |
| | Slag |

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Flue dust
Fuel

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| Acetone | Carbon tetrachloride |
| Alcohol | Chloroform |
| Alcohols | Cleaning compositions |
| Ammonia | Ethylene chloride |
| Benzene | Methanol |
| Butyl alcohol | Methylene chloride |
| Carbon disulfide | Trichloroethylene |

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See also

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| Music | Speech |
| Noise | Vibration |

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| Loud speaking apparatus | Radio apparatus |
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| Index numbers (economics) | Vital statistics |
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| Electric plants (central stations) | Steam engines |
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Exhaust steam	Steam turbines
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Locomotives	Superheated steam

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| Heating | Steam plants—Combined power and heating |
| Heating from central stations | Steam traps |
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| Radiators | |
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Bridges, Iron and steel
Case hardening
Chromium nickel steel
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Corrosion and anti-corrosives
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| Chromium molybdenum steel | Steel, Automobile |
| Chromium nickel steel | Steel, Corrosion resisting |
| Chromium steel | Steel, Heat resisting |
| Manganese steel | Steel, Stainless |
| Molybdenum steel | Steel, Structural |
| Nickel chromium steel | Tool steel |
| Nickel steel | Tungsten steel |
| Silicon steel | Vanadium steel |

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See also

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|-------------------------------|-----------------------|
| Bridges, Iron and steel | Girders |
| Columns, Steel | Riveting |
| Concrete, Reinforced | Ships, Iron and steel |
| Concrete construction | Steel, Structural |
| Corrosion and anti-corrosives | Steel houses |
| Floors, Steel | Strains and stresses |
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| Cretonne | Textile fibers |
| Drapery | Textile finishing |
| Dry goods | Textile industry |
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| Fireproofing of textiles | Tinsel fabrics |
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| Gingham | Underwear |
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| Insurance associations | Trade unions |
| | Trust associations |
- also names of associations, e.g.
- | | |
|-------------------------------------|---|
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Excavation	Tunnel lighting
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Mining engineering	Tunnel ventilation
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Cooling	Ozone
Dust removal	Tunnel ventilation
Electric fans, Ventilating	Ventilators

also subdivision Heating and ventilation under various subjects, e.g.

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Coke-oven gas	Salvage (waste, etc.)
Cornstalks	Sawdust
Cotton waste	Scrap metal
Farm produce—By-products	Sewage sludge—
Flue dust	Gas production
Flue gas	Slag
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| Erosion | Rivers |
| Feed water | Sea water |
| Floods | Snow |
| Fog | Solution (chemistry) |
| Humidity | Steam |
| Hydration | Water supply and other headings beginning Water |
| Hydraulic engineering | Waterways |
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| Culverts | Pipes |
| Hot water heating | Siphons |
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WINNETKA, Illinois**Streets**

Keeping winter roads and walks open at Winnetka. *il* *Roads & Sts* 77:343-5 *S* '34

Water supply

Recording depth gauge warns of intake troubles. C. Leipold. *il* *diag* *Water Works & Sewerage* 81:64 *F* '34

WINNIPEG**Sewerage**

Winnipeg plans sewage-disposal. W. S. Lea. *Can Eng* 65:12 *D* 5 '33

WINOOSKI river, Vermont

Shovels and trucks rush earthfill on Winooski flood-control dams; construction operations in Vermont by CCC. *il* *Eng N* 113:266-7 *Ag* 30 '34

WINTER

Granddad is right—winters are warmer. J. B. Kincer. *Heat & Ven* 31:22-5 *Mr* '34
 Lowest recorded temperatures in 108 cities; reference data sheet. *Heat & Ven* 31:42a-42b *My* '34
 New low temperatures established this winter. *Heat & Ven* 31:29 *Ap* '34

WINTER construction

Efficient unemployment relief in Union county, New Jersey; road surfaced with Tarvia-lithic. G. E. Martin. *il* *Roads & Sts* 76:414-15 *N* '33; Same. *Pub Works* 65:13 *My* '34

Putting men to work by winter construction; analyses of large winter programs in northern states. *il* *Eng N* 112:79-82 *Ja* 18 '34

Shovels and trucks rush earthfill on Winooski flood-control dams; construction operations in Vermont by CCC. *il* *Eng N* 113:266-7 *Ag* 30 '34

Street paving in Philadelphia on two NRM projects; pre-proportioned and preheated aggregates from central plant. *il* *Eng N* 112:381 *Mr* 22 '34

Winter road work using asphalt. B. E. Gray. *il* *Pub Works* 64:13-15 *D* '33

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 Electric wire Wire rope

Manufacture

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Oven for drying lime-coated rods is direct fired. Russell, Burdsall & Ward bolt & nut co. *il* *Steel* 94:56 *Je* 11 '34

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Wire drawing machines

Testing

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